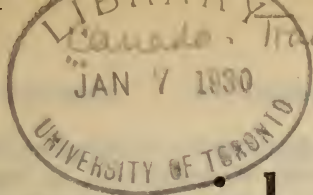






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Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. James Malcolm, M.P.

Deputy Minister: F. C. T. O'Hara

Director, Commercial Intelligence Service: C. H. Payne

Published in English and French. Subscription Price for either edition: \$1 per annum in Canada (single copies 5 cents each); \$3.50 outside the Dominion (single copies 10 cents each). Remittances, which may be made by Post Office or Express Orders, or Drafts, or Cheques, payable at par in Ottawa: should be addressed to the King's Printer, Government Printing Bureau, Ottawa.

Vol. XLII

Ottawa, January 4, 1930

No. 1353

Vol. 42 (Jan. - June 1930)

TABLE OF CONTENTS

	Page		Page
Some Further Details of Canadian Imports into Great Britain in 1928—I.	1	Quarterly Review of New Zealand's Imports.	20
Summary of Trade of Canada: November.	7	Foreign Trade of India.	22
Empire Tariff Preferences on Canadian Goods—		Points for Exporters to Colombia.	24
V. British South Africa.	8	Manchuria and North China as a Market—	
New German Tariff Bill Passed.	11	II. South Manchuria and North China.	27
Pending German Tariff Changes.	12	Foreign Trade of Mexico in 1928—	
Increase of Wages in Germany.	15	VI. Exports.	30
Swedish Market for Hardwood Planks.	17	Tenders Invited—New Zealand.	32
New Norwegian Law Controlling Pharmaceutical Preparations.	17	Increased Australian Customs Duties.	33
Market for Roller Skates in North of England.	18	Foreign Exchange.	35
Demand for Washboards and Brooms in North of England.	20	Trade Inquiries.	35
		Sailings from Canadian Ports.	38
		Commercial Intelligence Service.	40

SOME FURTHER DETAILS OF CANADIAN IMPORTS INTO GREAT BRITAIN DURING 1928

HARRISON WATSON, CANADIAN TRADE COMMISSIONER

I

London, December 6, 1929.—The British Government has now issued the Annual Statement of Trade of the United Kingdom for the calendar year 1928. The volume includes final and official details of the imports and exports of commodities of all kinds, and revised figures of the statement of imports and exports of a selected list of staple articles which were published in January last. As that statement deals very comprehensively both as regards quantities and sources of supply of articles of food and raw materials, the chief features of Canadian export trade to the United Kingdom have been previously dealt with in a report which was published in *Commercial Intelligence Journal* No. 1307 (February 16, 1929).

However, the more comprehensive statistics of the Annual Statement of Trade include a number of articles which Canada exports to some considerable extent. Moreover, a review of the import trade in all commodities which Canada is capable of supplying is of some definite interest as indicative of opportunities and the extent to which advantage has been taken of them. It should be clearly understood that while trade in a considerable number of articles is capable of being largely increased, economic reasons make it impossible for

Canada to secure a profitable outlet in Great Britain under existing conditions against competitors who are more advantageously circumstanced as regards transportation and production.

The rather unsatisfactory impression created by the trade returns of Canadian imports into the United Kingdom which were available for review last January extends to the figures of other commodities which are now published.

While there is an encouraging advance in a few instances, results continue to be disappointing in a number of directions where increase, and of a considerable nature, might reasonably be anticipated.

A main factor in a number of cases is the diversion to the United States of commodities which would otherwise have probably been shipped to the United Kingdom.

The reasons are common-sense ones. Less active competition than is encountered in Europe, with a consequent higher return to the Canadian shipper, is one of the leading causes. Moreover, the greater convenience of the United States market frequently blunts enterprise and diverts across the border commodities which could be sent to the United Kingdom with equal advantage, and to the ultimate benefit of inter-Empire trade.

The year 1928 witnessed a still further decline in the volume of Canadian exports of many manufactured goods in which trade was developed under war conditions. Indeed, transactions were frequently so insignificant that the retention of figures is only warranted upon academic grounds. It is worthy of note that activity and progress is mainly confined to commodities which enjoy the benefit of preferential Customs duties when imported into the United Kingdom.

According to the classification adopted by the British Government, "Food, Drink and Tobacco" occupy the first place in the report, and consequently for purposes of convenience it is desirable to begin here with any agricultural products of which it was impossible to include the imports from Canada in the review of January last already alluded to.

(1) FOOD, DRINK AND TOBACCO

(Imports of Grain, Flour, Provisions and Canned Fish were published in *Commercial Intelligence Journal* No. 1307: February 16, 1929.)

PEAS

A considerable falling-off in arrivals of Canadian dried peas (other than split) is observable. Canada's share has always been insignificant. In the present instance, whereas total imports rose from 1,393,685 cwts. (value £1,673,003) in 1927 to 1,640,144 cwts. (£1,824,213) in 1928, receipts from Canada dropped from 18,633 cwts. (£30,238) to 11,795 cwts. (£20,482).

MACARONI

In the case of macaroni, it will be known that the considerable trade secured by Canada during the war was largely lost as soon as the French and Italian macaroni industries were reorganized. Last year total imports reached 124,711 cwts. (value £189,431), an increase of some 4,000 cwts. over 1927. A noticeable feature, however, is that France has now acquired the first place previously always held by Italy. The imports were 62,825 cwts. from France and 46,751 cwts. from Italy. Canada contributed 2,252 cwts. (£3,826) in comparison with 1,910 cwts. (£3,122) in 1927.

OATMEAL

Imports of oatmeal in 1928 (243,580 cwts.) indicated a noteworthy recovery from the slump of 1927, when the figure amounted to only 93,136

cwts. as against an average previous total importation of some 300,000 cwts. As will be seen from the figures reproduced, the gradually increasing imports from Germany attained a position which gives that country second place after Canada. As recently as 1924, Germany's share of the trade was only 35 cwts.

	Quantity		Value	
	1927 Cwts.	1928 Cwts.	1927 £	1928 £
Total imports	93,136	243,580	72,010	207,543
Germany	21,068	72,885	16,463	63,137
United States	26,492	58,008	20,730	44,397
Canada	29,777	89,205	23,040	80,309

ROLLED OATS

Under this category (which also includes Groats) there was little change from 1927. The details are as follows:

	Quantity		Value	
	1927 Cwts.	1928 Cwts.	1927 £	1928 £
Total imports	430,424	454,191	543,036	588,771
Germany	112,932	87,160	86,874	70,436
United States	124,960	73,326	168,820	68,054
Canada	189,635	284,964	284,971	439,814

CEREAL FOODS

Canada also provided 20,990 cwts. valued at £59,866 of the cereal foods (unspecified) which were imported during 1928. This compared with 4,063 cwts. (£11,886) in the previous year. At the same time total deliveries rose from 15,082 cwts. (£28,903) to 30,525 cwts. (£77,642).

HAY

The second successive short British crop of hay afforded Canada an opportunity of increasing her shipments.

Upon the supposition that most of the hay attributed to the United States was grown in Canada, the Dominion supplies practically all the hay imported into Great Britain, with the exception of a small quantity from the Irish Free State.

	Quantity		Quality	
	1927 Tons	1928 Tons	1927 £	1928 £
Total imports	43,099	58,721	194,012	270,224
Irish Free State	4,112	3,839	13,698	14,996
United States	1,343	4,514	6,274	21,638
Canada	37,536	50,098	173,552	232,137

MEAT

Canada's contribution to the meat requirements of the United Kingdom, except in the case of bacon and hams which have already been dealt with elsewhere, remain so small as not to warrant extended notice.

POULTRY

The reason for the inclusion of dead poultry is to emphasize how little Canada contributes to a trade which is apparently profitable to a large number of countries. Total imports were 505,724 cwts. (£2,756,658) in 1927 and 490,249 cwts. (£2,687,953) in 1928. Of this Canada's share was fractional, being respectively 478 cwts. (£3,577) and 1,627 cwts. (£11,978).

SAUSAGE CASINGS

There is no particular change in bladders, casings, and sausage skins, which were imported from Canada in 1928 to the extent of 3,484 cwts. (£38,093) out of a total of 89,540 cwts. (£880,315).

FROZEN SALMON

A slight falling-off in imports of fresh and frozen salmon was witnessed. Arrivals from all sources in 1928 were 77,362 cwts., worth £584,452. Canada's proportion dropped from 18,276 cwts. (£83,061) to 15,436 cwts. (£82,852). The chief contributors were the Irish Free State with 23,094 cwts. (£261,729), and the United States with 17,941 cwts. (£82,009).

SALTED SALMON

Consignments of cured or salted salmon fell away by nearly 50 per cent, aggregating 9,823 cwts. (£50,222) against 18,330 cwts. (£82,636) in 1927. Imports from Canada amounted to only 695 cwts. (£2,472). The United States (4,308 cwts.) and Newfoundland (3,694 cwts.) head the list.

CANNED SALMON

Although preliminary figures were included in our January report, the full statistics now available show that the chief source of supply in 1928 was Russia with 363,849 cwts. (£2,143,971). Japan is credited with 141,630 cwts. (£798,750), which probably also comes from Siberia and exhibits an increase of about 100,000 cwts. over the previous year. It seems useful to recall that Canada's share was 100,096 cwts. (£478,759), and that 232,347 cwts. (£1,134,834) were supplied by the United States.

CANNED LOBSTER

As has been mentioned on previous occasions, canned lobster in recent years has been faced with severe competition from canned crab produced largely in Japan. It is this article which is presumably represented by the item of 79,974 cwts. (719,852) as Japan's contribution to the classification "other sorts of canned fish." This is double the quantity supplied in 1927.

APPLES

Canada's share in the raw apple trade does not indicate any remarkable alteration:

	Quantity		Value	
	1927 Cwts.	1928 Cwts.	1927 £	1928 £
Total imports	6,161,267	7,271,741	6,089,088	7,837,776
United States	3,825,185	2,954,686	4,425,951	3,539,317
Australia	556,828	1,442,304	954,085	2,256,532
Canada	1,184,913	1,246,822	1,190,603	1,338,612

PEARS

Receipts of imported pears fell away from 1,077,545 cwts. in 1927 to 859,874 cwts. (£1,427,514) in 1928. Upon the other hand, imports from Canada practically doubled, increasing from 31,168 cwts. (£66,046) to 59,899 cwts. (120,171). The chief suppliers in 1928 were Belgium, the United States, and the Union of South Africa in that order.

PLUMS

Canada is also credited with 18,171 cwts. (£37,996) of the total of 480,256 cwts. (£906,313) of raw plums brought in. Although the Dominion's share of the trade is fractional, it has more than doubled during the past three years.

CANNED FRUIT

Canada's contribution to the important canned fruit requirements of the United Kingdom remains disappointingly small, in view of the country's remarkable fruit-growing capabilities.

Under the heading of canned fruit (preserved without sugar), total importations in 1928 were 313,839 cwts. valued at £494,079, in comparison with 323,679 cwts. (£482,546) in the previous year. Of this Canada supplied respectively 5,265 cwts. (£7,432) and 4,909 cwts. (\$7,324).

The volume of trade in canned fruits (excluding pineapples) preserved with sugar is much larger, aggregating 1,494,711 cwts. (£3,823,124) in 1927 and 1,979,005 cwts. (£4,885,906) in 1928. Canada was responsible for 27,214 cwts. (£57,069) and 24,934 cwts. (£56,662). The bulk of this trade remains a monopoly of the United States, which last year furnished 1,700,690 cwts. (£4,217,007).

PRESERVED MILK

Canadian trade in preserved milk was, upon the whole, well maintained, although there was a marked falling-off in evaporated milk. The figures were as follows:

Condensed Milk (Unsweetened)

	Quantity		Value	
	1927 Cwts.	1928 Cwts.	1927 £	1928 £
Total imports	411,485	425,406	1,159,774	1,161,655
United States	244,326	249,170	750,185	755,508
Canada	73,756	42,928	202,887	111,519

Condensed Milk, (Sweetened, Whole)

Total imports	253,272	297,015	608,479	715,100
Netherlands	155,807	171,514	332,020	367,142
Switzerland	49,238	77,736	145,670	217,512
Denmark	31,996	29,098	87,664	81,285
Canada	13,951	12,142	37,065	32,684

Milk Powder (Unsweetened)

Total imports	137,794	199,706	349,011	507,668
New Zealand	56,901	80,902	148,855	208,560
Netherlands	49,166	69,224	126,754	183,268
Canada	20,783	29,271	44,925	63,188

CIDER

Importations from the Dominion of concentrated apple juice declined from 231,310 gallons (£37,261) in 1927 to 191,644 gallons (£23,356) in 1928. Total imports in the latter year were 453,972 gallons (£61,982), which represented a slight shrinkage as compared with the previous year.

HONEY

The United Kingdom's purchases from abroad of honey fell to 70,958 cwts. (£198,988) in 1928 from 84,415 cwts. (£21,067). Shipments from Canada fell in a much greater ratio, i.e. from 6,487 cwts. (£18,890) in 1927 to 3,161 cwts. (£10,315).

LARD

Canada remains the second largest supplier of lard to the United Kingdom with 11,690 cwts. (£705,011). Total importations in 1928 were 122,340 cwt. (£7,504,874), nearly all of which originated in the United States.

CANNED VEGETABLES

Imports from the Dominion of canned vegetables (other than tomatoes) were slightly higher, the respective figures for 1927 and 1928 being 2,781 cwts. (£5,595) and 3,135 cwts. (£6,486). This coincided with a decline in the total deliveries from 159,004 cwts. (£320,503) to 153,942 cwts. (£305,942).

HOPS

There was a general contraction last year in the hop import trade. Total arrivals fell from 102,115 cwts. (£815,707) to 78,783 cwts. (£544,151), and Canada's share from 9,931 cwts. (£75,018) to 6,653 cwts. (£46,218).

TOBACCO (UNMANUFACTURED)

Canadian consignments of leaf tobacco in 1928 were 6,029,388 lbs. as compared with 5,812,909 lbs. in 1927. In spite of this slight increase, the cash value of the imports fell from £539,251 in 1927 to £454,614. This result reflects the difficulties associated with the marketing of last year's crop. Total importations dropped from 222,265,323 lbs. (£17,833,926) to 217,785,216 lbs. (£16,224,328). Empire supplies rose from 40,951,739 lbs. to 43,084,485 lbs. at the expense of foreign, which were smaller by about 6,500,000 lbs.

2. RAW MATERIALS AND ARTICLES MAINLY UNMANUFACTURED

(Imports of Lumber and Wood Pulp were published in *Commercial Intelligence Journal* No. 1307: February 16, 1929.)

ABRASIVES

The only abrasive of any importance in which Canada is interested is carborundum. Under this heading an increase of some 300 tons is credited to Canada. In 1928 total arrivals were 2,286 tons (90,054), of which 1,247 tons (£49,945) came from the Dominion.

ASBESTOS

Canada suffered a severe setback in asbestos, her contribution falling from 11,356 tons (£207,626) in 1927 to 6,490 tons (£127,325) in 1928. Total imports in the latter year were 30,207 tons (£933,486), practically the same quantity as in the previous twelve months.

MAGNESITE

In magnesite, Canada maintained her place in spite of a falling-off in total from 21,526 tons (£165,793) to 17,125 tons (\$129,161). Canadian receipts in the latter year (1928) were 1,532 tons (£11,772).

COPPER ORE

United Kingdom purchases from overseas of copper ore average some 40,000 tons a year, valued at nearly £2,000,000. Canada supplied 25,413 tons (£1,271,826) in 1928, or more than twice any other supplier.

SILVER ORE

In silver ore Canadian shipments nearly trebled, i.e. from £17,380 to \$51,994. Concurrently total imports went up from £231,459 to £335,567.

FURS

The Canadian raw fur trade showed some improvement, the number of skins shipped increasing from 889,569 (£1,351,589) in 1927 to 1,743,380 (£1,614,502) in 1928. Great Britain's total annual bill for raw furs, unspecified, has during the past two years exceeded the huge total of £9,500,000.

HORSE HAIR

In last year's report the inauguration of an export trade from Canada to the United Kingdom in horse hair, mainly due to introductory work by the London office, was reported. It is satisfactory to record that this business shows healthy development. In 1927 Canadian exports were 1,257 cwts. (£16,242), and in 1928 2,202 cwts. (£25,601). Total importations from all sources in 1928 amounted to 34,944 cwts. (334,925).

SEEDS

Consignments of Canadian clover seed—15,315 cwts. values at £64,029—showed a decline of some 4,000 cwts. as compared with 1927, but still represents about one-fifth of the total imports.

At the same time Canadian business in grass seeds was cut in half, dropping from 9,298 cwts. (£16,790) to 5,243 cwts. (£8,262). Aggregate imports in 1928 were 190,162 cwts. (£434,081).

SUMMARY OF THE TRADE OF CANADA: MONTH, EIGHT MONTHS, AND TWELVE MONTHS ENDING NOVEMBER 1929

(Compiled by External Trade Branch, Dominion Bureau of Statistics)

Main Groups	Month of November, 1929			Eight Months ending November, 1929			Twelve Months ending November, 1929		
	Total Imports	From United Kingdom	From United States	Total Imports	From United Kingdom	From United States	Total Imports	From United Kingdom	From United States
<i>Imports for Consumption</i>	\$	\$	\$	\$	\$	\$	\$	\$	\$
Agricultural and Vegetable Products.....	23,173,263	5,522,851	8,625,876	160,075,729	34,749,277	68,913,903	234,265,462	53,706,084	104,310,866
Animals and Animal Products.....	5,752,012	562,710	2,969,901	41,393,629	3,841,168	25,301,405	68,916,293	5,433,001	40,104,281
Fibres, Textiles and Textile Products.....	15,147,261	5,083,284	7,005,003	126,648,835	47,017,727	47,805,683	203,543,495	73,593,860	82,000,778
Food, Wood Products and Paper.....	5,448,224	479,272	4,490,473	43,119,229	3,870,844	36,165,924	63,158,398	5,261,728	53,893,505
Iron and its Products.....	19,380,392	1,943,909	16,374,661	231,722,812	16,100,559	207,292,708	346,461,388	21,968,699	313,714,899
Non-Ferrous Metals and their Products.....	8,582,727	1,645,315	7,134,409	63,163,094	5,114,557	52,886,496	90,991,986	7,184,829	77,193,024
Non-Metallic Minerals and their Products.....	20,980,388	1,243,983	16,638,598	136,217,002	10,247,178	107,272,319	186,864,315	13,124,117	190,282,113
Chemicals and Allied Products.....	3,828,196	697,400	2,289,836	28,759,686	4,134,841	19,041,377	40,079,809	5,487,418	27,359,314
Miscellaneous Commodities.....	6,441,234	1,050,797	4,506,397	54,198,347	8,118,250	38,633,351	74,967,316	10,897,316	53,982,524
Total Imports, 1929.....	108,733,697	17,229,521	70,044,154	885,298,363	133,194,501	603,313,166	1,309,248,462	196,657,087	902,801,304
1928.....	102,966,710	17,557,905	65,491,724	841,728,992	126,578,795	568,524,091	1,210,959,686	190,316,047	815,146,466
1927.....	94,311,883	18,921,250	55,505,519	739,725,772	126,698,572	472,273,905	1,085,630,230	180,667,759	706,386,366
<i>Exports (Canadian Produce)</i>	\$	\$	\$	\$	\$	\$	\$	\$	\$
Agricultural and Vegetable Products.....	45,831,480	25,593,648	9,505,427	286,100,406	143,800,290	34,910,250	466,587,550	213,123,987	53,103,425
Animals and Animal Products.....	13,318,822	4,503,143	5,621,956	98,614,705	31,878,302	50,895,068	144,570,573	41,269,465	77,099,490
Fibres, Textiles and Textile Products.....	660,630	147,069	204,222	6,757,540	697,227	3,235,285	9,794,768	921,272	4,674,747
Food, Wood Products and Paper.....	24,875,284	1,882,395	20,920,763	200,271,944	16,321,444	164,587,572	294,617,010	21,850,856	242,085,526
Iron and its Products.....	6,388,674	760,210	797,030	58,179,990	4,878,728	8,766,533	91,340,437	8,108,683	13,849,870
Non-Ferrous Metals and their Products.....	13,558,326	1,667,121	102,486,713	8,161,645	67,971,229	16,208,595	14,291,752	92,974,846	93,974,846
Non-Metallic Minerals and their Products.....	2,774,241	209,017	1,789,022	20,863,412	1,345,501	13,825,895	29,977,281	2,086,860	20,020,064
Chemicals and Allied Products.....	2,064,001	531,689	1,070,096	14,288,777	3,447,549	7,447,078	21,762,318	4,562,282	12,206,253
Miscellaneous Commodities.....	1,596,874	101,698	1,228,155	14,381,999	2,071,379	9,713,863	19,900,849	2,944,873	13,365,512
Totals, 1929.....	111,068,332	34,794,080	49,803,843	801,945,486	212,602,165	361,352,773	1,224,739,381	309,220,030	529,379,733
1928.....	167,013,618	77,420,784	43,299,805	940,915,777	333,112,620	331,585,185	1,349,297,173	458,992,779	498,210,237
1927.....	153,118,718	71,561,692	47,627,356	819,967,947	284,811,233	321,520,331	1,226,622,828	420,944,015	474,794,280
<i>Exports (Foreign Produce)</i>	\$	\$	\$	\$	\$	\$	\$	\$	\$
Totals, 1929.....	2,177,634	69,822	1,946,858	17,324,514	824,231	15,340,907	26,387,048	1,663,515	23,013,308
1928.....	3,078,030	101,044	2,830,263	16,123,869	1,091,172	13,982,541	23,893,368	1,438,920	20,982,326
1927.....	2,401,935	78,210	2,134,332	14,479,192	1,724,213	11,641,088	19,919,356	2,044,221	16,354,359
<i>Excess of Imports (i) or All Exports (e)</i>	(e) 4,512,269	(e) 17,634,381	(i) 18,283,453	(e) 66,028,363	(e) 80,231,895	(i) 226,619,486	(i) 58,122,033	(e) 114,226,456	(i) 350,408,263
1929.....	(e) 67,124,938	(e) 59,963,923	(i) 19,361,666	(e) 115,310,654	(e) 203,624,997	(i) 222,956,365	(e) 162,230,855	(e) 270,115,682	(i) 305,953,893
1928.....	(e) 61,208,770	(e) 52,718,652	(i) 5,743,831	(e) 94,721,367	(e) 159,836,874	(i) 139,112,486	(e) 160,911,954	(e) 242,320,477	(i) 215,207,727
1927.....									

EMPIRE TARIFF PREFERENCES ON CANADIAN GOODS

COMPILED BY FOREIGN TARIFFS DIVISION, DEPARTMENT OF TRADE AND COMMERCE

V*

British South Africa

CANADIAN PREFERENCES TO BRITISH SOUTH AFRICA

The advantage of the Canadian Reciprocal Tariff of 1897, one-eighth lower than the General Tariff, was extended to the South African Republic (Transvaal State, afterwards part of the Union of South Africa) in consequence of a British favoured-nation treaty. This concession expired, however, on August 1, 1898, when the Reciprocal Tariff was replaced by a purely British preferential schedule.

A Canadian Order in Council of July 1, 1904, extended the British preferential rates, then one-third lower than the general tariff, to Cape of Good Hope, Natal, Orange River Colony, Transvaal (annexed to the British Crown in 1900), and to Southern Rhodesia. This was in return for preferences established about that time by a new South African customs union.

Reciprocal tariff relations between Canada and South Africa have been maintained since that time. In the Canadian Tariff Act of 1907 (still in force) the aforementioned South African areas were included in the list of Empire countries to receive the benefit of the entire British preferential schedule. One item dealt specifically with South Africa, establishing a rate of 55 cents per gallon on non-sparkling wines up to 40 per cent of proof spirit when the produce or manufacture of any British colony or territory in the South African Customs Union Convention. An Order in Council of January 25, 1913, still in operation, extended the British preferences of the Canadian tariff to Swaziland, Basutoland, Bechuanaland Protectorate, and Northern Rhodesia. The reduced duties established in each of the Canadian trade conventions with France (1893, 1907-9, 1921, 1922) were extended to British colonies and possessions in South Africa.

BRITISH PREFERENCES IN SOUTH AFRICA

The records of the Cape Colony show that tariff preference for British goods was in existence in that area over a century ago. These early preferences came to an end in 1855. From that date until 1903 there was a common tariff for imports irrespective of origin.

Under a Customs Union Convention of 1903, concluded between the Cape of Good Hope, Natal, the Orange River Colony, the Transvaal, and Southern Rhodesia, it was agreed to grant a rebate of duties on United Kingdom goods, and to extend the same preferences to other parts of the Empire on a reciprocal basis. Canada, having given her British preferential tariff to these colonies in 1904, was in return accorded the South African preferences.

UNION OF SOUTH AFRICA FORMED

In 1910 the Cape of Good Hope, Natal, the Transvaal, and the Orange River Colony were constituted the Union of South Africa. The Union until 1925 granted British preferential rebates which had become usually 3 per cent ad valorem.

In 1925 a new tariff structure was adopted consisting of two schedules, called Minimum Duty and Maximum Duty. On a considerable number of items,

* The first article in this series, on Great Britain and Northern Ireland and the Irish Free State, was published in No. 1349 (December 7); the second, on New Zealand, in No. 1350 (December 14); the third, on British West Indies in No. 1351 (December 21); and the fourth, on Australia, in No. 1352 (December 28).

however, the rates are the same in both duty columns. Moreover, many of the minimum rates have not been extended to any country.

The United Kingdom is accorded the minimum tariff on a schedule of 24 items, and the tariff act (1925-6) stipulates that preferences granted to another part of the Empire or to any foreign state shall be extended to the United Kingdom.

Australia at the outset was given minimum rates on four tariff items but the reciprocal arrangement on which these depended came to an end on July 1, 1926.

New Zealand, which accords the Union of South Africa substantial preferences, enjoys the South African minimum tariff on five items.

PRESENT SOUTH AFRICAN PREFERENCES TO CANADA

South African preferences to Canada under the system adopted in 1925 consist of the minimum rates set forth in the following table:—

	Maximum Duty	Minimum Duty
Wheat in the grainper 100 lbs.	1s. 7d.	1s. 5d.
Wheat ground or otherwise prepared (includes flour) per 100 lbs.	3s. 8d.	3s. 4d.
Fish, tinned (not including caviare, lax, lobster, anchovies, or fish pastes)per lb.	1½d.	1d.
Socks (hosiery)ad val.	15%	10%
Stockings (hosiery)ad val.	10%	5%
Seaming and binding twine and harvest yarnad val.	5%	Free
	suspended duty of 10%	10%
Pipes, piping, tubes, and fittings, of metal: gas, steam, drain- age, sewage, irrigation, water supply and water pumping; not including grids, manhole covers and fittings, and surface boxes—		
Wrought iron or steel pipes and tubes not riveted, except downpipes and gutteringper 100 lbs.	1s.	Free
Cast iron pipes and tubes, except downpipes and guttering per 100 lbs.	8d.	Free
Down piping and guttering and fittings therefor and riveted wrought iron or steel pipes and tubesad val.	20%	15%
Cisternsad val.	20%	15%
Cocks and taps, and meters and pipe fittings, not elsewhere enumerated in any item of the complete tariff; spare parts of water meters specified in next sub-item ad val.	5%	Free
Water meters for house connections, not exceeding one inch pipingeach	3s.	Free
Electrical cooking and heating appliances (including kettles and irons); not being machinery elsewhere provided for in the tariff and not including electric irons and electric steam irons used for industrial purposesad val.	20%	15%
Tools ordinarily used by mechanics or artisans, and not being agricultural implements or machine toolsad val.	3%	Free
White lead, dryper 100 lbs.	7s.	6s.
White lead, ground in oil:		
(i) In packages containing 50 lbs. weight or over per 100 lbs.	10s.	9s.
(ii) In packages containing less than 50 lbs. weight per 100 lbs.	11s.	10s.
Rubber pneumatic tires (not including tires for attachment to chassis of motor vehicles assembled or manufactured in bond—one tire per wheel) per lb. including immediate wrapper	12d.	10d.
Rubber pneumatic tubes for motor vehicles other than motor cyclesper lb.	7½d.	6d.
Rubber pneumatic tubes for motor cycles and cyclesper lb.	12d.	10d.
Rubber tires, solid; complete or in lengths or in the piece per lb.	3d.	2d.
Wood—unmanufacturedad val.	3%	Free
Newsprint, in reels or in the flatad val.	5%	Free

UNION TARIFF APPLICABLE TO OTHER TERRITORIES

The current Customs Tariff Act of the Union of South Africa (Section 38) provides that the mandated territory of South-West Africa, as well as the port

and settlement of Walvis Bay, shall be regarded as a part of the Union, for the collection of customs duties. The Union tariff is also applicable to the native territories of Basutoland, Bechuanaland, and Swaziland, which are under direct Imperial control.

Rhodesia, Northern and Southern

Tariff preferences on British goods in Southern Rhodesia and the Zambesi Basin of Northern Rhodesia as well as the level of duties have been influenced by what is known as the Rhodes Clause. The origin of this clause is Article 47 of the Southern Rhodesian Order in Council of 1898, and Clause 19 of the Northern Rhodesian Order in Council of 1911. The clause reads:—

No customs duties levied on any articles, other than tobacco in any form and intoxicating liquors of any kind, produced or manufactured in any part of His Majesty's dominions, or in any British protectorate, and imported into Southern or Northern Rhodesia (as the case may be), shall exceed in amount the duties levied on similar articles from overseas according to the tariff in force in the South African Customs Union at the date of coming into operation of the Southern Rhodesian Order in Council, 1898, or the tariff contained in the Customs Union Convention concluded between the Colony of the Cape of Good Hope, the Orange Free State, and Natal, in May, 1898, whichever are the higher.

PREPERENCES OF SOUTHERN RHODESIA

In the whole of Southern Rhodesia there are Empire tariff preferences—one schedule for the United Kingdom and reciprocating parts of the Empire, and another schedule containing reduced duties on some goods coming from non-reciprocating British possessions. Canada is treated as a reciprocating country.

From the present tariff of Southern Rhodesia the following rates are quoted for goods figuring prominently in Canadian exports to that market:—

	Rate to Reciprocating British Possessions (includes Canada)	Rate to Non- reciprocating British Possessions	Rate to Foreign Countries
Passenger motor cars and chassis, imported for bodies to be built in Southern Rhodesia... ..ad val.	12% (a)	20%	20%
Motor trucks and motor vans and chassis, imported for bodies to be built in Southern Rhodesia... ..ad val.	free	free	3%
Spare parts and accessories of aforementioned vehicles (excluding tires, tubes and electric lamp bulbs)... ..ad val.	17%	20%	20%
Pneumatic rubber tires and tubes for motor vehicles other than motor cycles... ..ad val.	17% (a)	20%	20%
Wheat... ..per 100 lbs.	1s.	1s. 2d.	1s. 2d.
Wheat flour... ..per 100 lbs.	2s. 3d.	2s. 6d.	2s. 6d.
Cyanide of sodium... ..ad val.	free	free	3%
Fish, preserved... ..per lb.	1d.	1½d.	1½d.
Newsprint in reels or in the flat... ..ad val.	free	free	3%
Wrapping paper, various kinds including kraft, in original mill wrappers, or in sheets, or in rolls, when weighing at a size of 29 by 45 inches or its equivalent at least 30 lbs. per ream of 480 sheets... ..ad val.	free	free	3%
Wood, unmanufactured... ..ad val.	free	free	3%
Wooden frameworks of houses, including among other kinds window frames, sills and sashes, doors, and staircases... ..ad val.	9%	9%	20%
Boots and shoes for adults of any material, and including goloshes, rubber soles and heels... ..ad val.	9%	9%	20%
Bands and belting of all kinds for driving machinery... ..ad val.	free	free	3%
Machinery, apparatus, appliances and implements, for agricultural purposes... ..ad val.	free	free	3%
Cutlery, plain... ..ad val.	9%	9%	20%
A wide range of other merchandise... ..ad val.	9%	9%	20%
(a) United Kingdom and Northern Ireland	10% ad valorem.		

PREFERENCES IN NORTHERN RHODESIA

Northern Rhodesia has two customs zones. The area known as the Congo Basin zone is part of territory for which an open-door policy, that is equality of trade to all nations, was agreed to by certain powers in the Act of the Conference of Berlin, 1885. In this portion of Northern Rhodesia, therefore, British goods enter at the same rate of duty as non-British goods. The zone of Northern Rhodesia known as the Zambesi Basin has in force, like Southern Rhodesia, a preferential tariff for the United Kingdom and other reciprocating British possessions and reduced duties on some articles coming from non-reciprocating British areas. Canada is in the category of reciprocating parts of the Empire.

The duties on most goods entering the Zambesi Basin of Northern Rhodesia (preferential zone) are the same as those in force in Southern Rhodesia. Among the exceptions of interest to Canada are passenger motor cars and parts thereof not specified in the tariff, which are dutiable at $8\frac{1}{2}$ per cent ad valorem to reciprocating British possessions, including Canada, and 10 per cent ad valorem to all other countries. There are also alternative rates to all British countries of 9 pence per pound on pneumatic rubber tires, and 6 pence on tubes, when for motor vehicles other than motor cycles, if these are lower than the prescribed ad valorem duties.

PREFERENCE CONDITIONS

The condition under which preference is granted in the Union of South Africa and in the Rhodesias is that the goods be wholly produced or manufactured in the country entitled to preference or, otherwise that they contain at least 25 per cent of labour and material of such country in their factory or works cost. It is essential also that in every case the final process of manufacture take place in the country entitled to preference and that the goods be consigned therefrom to the Union of South Africa or Rhodesia, as the case may be. This does not preclude goods passing through a foreign country in transit, but preference goods must, of course, not enter into the commerce of the intervening country.

VALUE FOR DUTY

Ad valorem duty is levied in the Union of South Africa on domestic value, plus cost of packing and packages for export, carriage to the port of shipment and other expenses incidental to placing goods on board the ship ready for exportation to South Africa, but in no case the value for duty is to be less than the free on board price to the importer, including agents' or buying commission in excess of 5 per cent. Domestic value is defined as "the market price at which at the time of exportation such or similar goods are offered for sale, for consumption in the country from which the goods are exported, to all purchasers in the usual wholesale quantities in the ordinary course of trade in the principal markets of such country, including the cost of packages ordinarily used in those markets, but not including excise duties payable in that country."

Similar conditions prevail in the Rhodesias respecting value for duty purposes.

NEW GERMAN TARIFF BILL PASSED

Mr. L. D. Wilgress, Canadian Trade Commissioner in Hamburg, cabled on December 24 that the new tariff bill referred to in the succeeding report (page 12) had been passed. The chief articles of interest to Canada on which the duty has been increased are: Wheat, duty to be arbitrarily fixed by Government between $3\frac{1}{2}$ and $9\frac{1}{2}$ marks in accordance with price developments. Similarly rye between 3 and 9 marks; oats duty fixed at 8; industrial barley at 9 marks; feeding barley duty to be 5 marks in 1930 without exception; afterwards 2 marks. Flour duty one and a half times wheat duty plus $4\frac{1}{4}$ marks. Latter is to come into force with Swedish treaty. Date of enforcement wheat and rye duties still uncertain.

PENDING GERMAN TARIFF CHANGES

L. D. WILGRESS, CANADIAN TRADE COMMISSIONER

[1 Reichsmark (R.M.)=\$0.238; 100 kilograms (kg.)—220 lbs.]

Hamburg, December 2, 1929.—The German Government have been considering changes in the duties on certain agricultural products, which will be necessary when the present modified duties on these products expire on December 31, 1929. The German press have published details of the proposed changes, which have yet to be laid before the Reichsrat and Reichstag. For this reason amendments to the proposals of the Government are still possible, but it will be of interest to Canadian exporters to briefly outline the proposed changes in their present form as published in the German press.

VARIABLE DUTIES ON GRAIN AND FLOUR

With the object of increasing and stabilizing grain prices the Government proposals contemplate the introduction of variable duties on grain and flour. The general duties at present in force will remain as the normal duties on grain, but normal market prices will be established and whenever the ruling prices for a period of two months do not attain or exceed the normal range of prices the duties will be increased or reduced by R.M. 2 per 100 kg.

At present a range of normal prices for wheat and malting barley of from R.M. 25 to 27 per 100 kg., and for rye and oats of from R.M. 22 to 24 per 100 kg., is being discussed. This range of price compares with a present market price for wheat of around R.M. 24.50, and for rye of about R.M. 18, so that the suggested normal prices are above the prices ruling at present.

According to the proposals, the duties on flour will vary with the duties on wheat. It is proposed to base the flour duty on a 50 per cent increase over the wheat duty plus a protection for the German milling industry of R.M.3.75 per 100 kg. Such a proposal would appear to recognize a relation between wheat and flour of 2:3 or a milling extraction of 66.66 per cent.

The following table will more clearly indicate the duties on bread grains and flour embodied in the above proposals:—

Price of Wheat	Duty on Wheat	Duty on Flour	Price of Rye Reichsmarks per 100 Kg.	Duty on Rye
Under R.M. 25	9.50	18	Under R.M. 22	9
R.M. 25 to 27	7.50	15	R.M. 22 to 24	7
Over R.M. 27	5.50	12	Over R.M. 24	5

The above duties would be applicable to the products of all countries when the present conventional duties on grain established in the treaty with Sweden are cancelled.

NEW AGREEMENT WITH SWEDEN

The proposed duties on grain cannot come into force for the products of most-favoured-nation countries so long as the German-Swedish Trade and Navigation Treaty of May 14, 1926, is in effect, since the treaty provides for the present lower conventional duties on grain, cattle and meat. Germany took steps to renounce this treaty last summer, but the renunciation was to be void if a new agreement came into force before February 15, 1930. The German press now announce that on November 30 a new trade agreement was signed with Sweden, whereby the fixed conventional duties on grain, hogs, pork and other fresh meat are cancelled. The conventional duty on live cattle is increased to R.M. 24.50, but Sweden will receive an annual quota of 5,000 to 7,000 head at the former conventional rate of R.M. 16.00. The conventional duty on live sheep is increased to R.M. 22.50 per 100 kg. In return concessions

for Swedish agriculture are foreseen through reductions in the conventional duties on animal livers, fresh not frozen, to R.M. 16 per 100 kg. and on other edible animal offals to R.M. 18 per 100 kg., while timothy hay is to be placed on the free list. The duty on lobsters, including canned lobsters, is to be reduced to R.M. 200 per 100 kg. gross weight for the products of most-favoured nations. In other respects the provisions of the trade treaty of May 14, 1926, will continue in force. The new agreement must be ratified by both the German and Swedish parliaments, and since the Swedish Riksdag does not meet until January, the provisions of the new agreement are not likely to come into force before next February.

COMPULSORY MILLING OF DOMESTIC WHEAT

In a decree of November 29, 1929, the compulsory milling of at least 50 per cent of domestic wheat has been extended for the months of December, 1929, and January, 1930. This is in accordance with the law of July 4, 1929, which provided for the minimum milling of 30 per cent of domestic wheat up to July 31, 1930, but provided for the milling of 40 per cent of domestic wheat from August 1 to November 30, 1929. The law further gave the Minister for Food and Agriculture authority to temporarily annul or increase the percentage according to developments in the wheat market. By a decree of October 3, 1929, the compulsory milling of domestic wheat was increased to 50 per cent for the months of October and November, 1929, so that the new decree has the effect of extending this percentage until the end of January.

SUPPORT OF RYE PRICES

The proposals of the German Government regarding grain duties are connected according to the reports in the German press with a proposed measure to stimulate the use of rye for fodder purposes in order to further stabilize prices. A total sum of R.M.20,000,000 from State funds is to be allocated during the year 1930 for making available to the hog raisers of Western Germany cheap supplies of rye from the Eastern producing districts. Hog raisers who take 150 kg. of this cheap and specially marked rye will have the privilege of securing 350 kg. of feeding barley imported at the present reduced duty of R.M. 2 per 100 kg. Otherwise feeding barley will be subject to the duty of R.M. 5 now applicable to malting barley, but these provisions will be confined to the year 1930. The Minister for Food and Agriculture will have the authority to alter the proportions of cheap rye and feeding barley imported at the reduced duty according to changes in the market prices for hogs and rye. As a further measure for increasing the price of rye, it is proposed to store a fairly considerable quantity of this grain.

DUTY VALUE OF IMPORT CERTIFICATES

The introduction of variable duties on grain gives rise to the danger of speculation in duty-free import certificates granted to German exporters of grain, flour and other products. It is proposed therefore to adjust the duty value of the import certificates to the lowest rates of duty applicable to grain. This means that the duty value will be R.M.1 per 100 kg. less at present or R.M.5.50 per 100 kg. for wheat and R.M.5 per 100 kg. for rye and oats. At present the duty value of the import certificates corresponds to the conventional duties provided for in the treaty with Sweden. The duty value of the import certificates granted to exporters of milled products will be reduced in a corresponding manner.

In the case of malting barley the duty value of the import certificates has been hitherto fixed at the reduced duty applicable to feeding barley or R.M.2 per 100 kg. In future it is proposed to fix the duty value of import certificates granted to exporters of barley at R.M.3.50 per 100 kg.

A complete account of the working of the German system of duty-free import certificates granted to exporters of certain agricultural products was given in *Commercial Intelligence Journal* No. 1240 (November 5, 1927).

PROPOSED CHANGES IN DUTIES ON LIVE STOCK

Increases in the German duties on live stock are foreseen in the proposals shortly to be laid before the Reichstag. The proposals include general duties of R.M.27 per 100 kg. on cattle and R.M.22.50 per 100 kg. on sheep. Minimum duties are to be fixed of R.M.24.50 and R.M.22.50 on cattle and sheep respectively. The present duty of R.M.16 per 100 kg. on hogs is considered adequate so long as the price for pork ranges between R.M.70 to 85.00 per 50 kg. (110 pounds) live weight. The duty will only be increased to R.M.24 when the price of pork falls below R.M.70. Similarly when the price exceeds R.M.85, the duty will be reduced to R.M.8. No change is anticipated in the general duty on fresh and frozen meat, which at present amounts to R.M.45 per 100 kg.

NEW GERMAN-FINNISH TRADE AGREEMENT

A supplementary agreement to the temporary German-Finnish Trade Agreement of June 26, 1926, was signed at Berlin on November 25, 1929. This agreement must be ratified by the respective legislative bodies and will come into force ten days after the exchange of ratifications. The most important provision of the supplementary agreement is the fixing of the German conventional duty on butter at R.M.50 per 100 kg. in place of the present rate of R.M.27.50, fixed in the agreement with Finland of June 26, 1926. The law regarding tariff changes of June 3, 1929, increased the general duty on butter from R.M.30 to R.M.50, but this increase could have little practical effect so long as the lower conventional duty was fixed by the agreement with Finland.

The supplementary agreement with Finland, however, provides that from January 1, 1934, the conventional duty on butter will be reduced to R.M.40 per 100 kg., and from January 1, 1936, to R.M.30 per 100 kg.

Other rates of duty of interest to Canada, provided for in the new supplementary agreement with Finland, are as follows:—

Tariff Item No.	Particulars	Conventional Duty R.M. per 100 Kg.	Remarks
ex 135	Table cheese in single packages of 2½ kg. gross weight or less	30.00	No change
	Cheese of the Emmental and Edam types as well as other hard cheese, all these not in single packages of 2½ kg. gross weight or less	20.00	No change
ex 616 B	Plywood, so far as both outer boards are of birch and the inner boards are of birch, cedar, pine, or aspen	8.00	No change
ex 629	Skis without binding	16.00	Formerly 18.00
ex 650	Mechanical pulp	1.75	No change
	Mechanical pulp, containing 50 per cent or more water	1.15	No change
	Chemical pulp	1.50	Formerly 1.75
	Chemical pulp, containing 50 per cent or more water	1.00	Formerly 1.15
ex 651 A	Pasteboards of mechanical or chemical pulp, as well as such of steamed wood, machine pressed, also dyed in the pulp	2.25	Formerly 2.50
	Strawboards, also dyed in the pulp	3.50	No change
654	Wrapping paper, dyed in the pulp, also glossed on one side	3.00	No change

Tariff Item No.	Particulars	Conventional Duty R.M. per 100 Kg.	Remarks
ex 655 B	Wrapping paper, consisting wholly or mostly of mechanical pulp, dyed in the pulp, glossed on both sides	4.50	No change
	Wrapping paper, undyed rough on both sides or glossed only on one side	3.00	New conventional rate
	Printing paper in rolls, weighing not less than 45 gr. and not more than 55 gr. per square metre, machine glossed (not glazed), not containing more than 25 per cent of chemical pulp	5.00	Formerly 6.00

The conventional duties provided for in the above supplementary agreement with Finland only apply to the products of countries having most-favoured-nation agreements with Germany.

INCREASE OF WAGES IN GERMANY

L. D. WILGRESS, CANADIAN TRADE COMMISSIONER

[1 Reichsmark (R.M.) = \$0.238; 100 pfennigs = 1 Reichsmark]

Hamburg, December 13, 1929.—The wages paid to German workers are a subject of great interest to Canadian exporters, since this factor not only influences the kind of products which can be sold on this market, but also has an important relation to the competition from German goods which Canadian manufacturers experience in various overseas markets.

Since the stabilization of the currency in 1923-24 there has been a tendency for German wages to steadily increase. Successive increases have brought the level of wages in Germany fully up to the standard for Continental Europe, and in many cases practically as high as the English standard. This movement has been effected gradually and with comparatively few labour disturbances, so that the successive wage increases have had little disruptive influence on the steady expansion of German export trade.

The upward trend of German wages since 1924 has been remarkably regular, but since the middle of 1928 the movement has been at a slower pace. The wages of skilled workers at first increased rapidly and then commenced to rise more slowly. Among the unskilled group of workers the movement has been more regular. Among both groups the increase in wages has been greater than the rise in the cost of living, so that during the past five years real wages have risen. The increase in real wages has taken place in spite of the fact that the level of wholesale prices during this period has not risen. Even during the short periods of falling prices wages have been further increased. The whole wages movement since the currency stabilization therefore has had no direct relation to the rise and fall of prices.

Immediately after the stabilization of the currency, wages in Germany were considerably below the pre-war level, so that the successive increases which have taken place may be regarded as a movement towards the restoration of the pre-war wage level. The nearer wages have approached the pre-war level the slower has been the upward trend. Since the end of 1928 the wage increases have on the average corresponded more closely to the rise in the cost of living. These relatively small recent wage increases have been attained far more often through labour disturbances than was the case with the much greater increases of the earlier period.

The following table of the average tariff wages in Germany for skilled and unskilled works in various months from 1924 to 1929 will show the steady increase in wages during that period:—

Average Tariff Wages in Germany

Month	Skilled Workers		Unskilled Workers	
	Per Hour in Pfennigs	Per Week in Reichsmarks	Per Hour in Pfennigs	Per Week in Reichsmarks
April, 1924..	63.8	31.11	44.8	23.23
April, 1925..	82.9	40.54	58.3	30.11
April, 1926..	92.6	45.21	65.2	33.69
January, 1927..	93.5	45.68	67.1	34.35
July, 1927	99.5	48.28	72.9	36.70
January, 1928	101.6	49.20	75.2	37.56
July, 1928	108.1	51.62	79.1	39.51
January, 1929	108.1	52.25	81.0	40.50
September, 1929	111.1	53.81	83.7	41.60

The figures in the above table are compiled by the German Statistical Office on the basis of the average tariff wages for fully employed workers of the highest age grade. Accordingly they do not take account of the lower scale of pay to young workmen, and they give the average of the local fluctuations in the different trades. Moreover, the figures only partly take into account bonuses for piece work. For these reasons they are chiefly of value as showing the wage tendencies rather than the actual wages paid on the dates mentioned.

A useful indication of the marked increase in German wages during the last five years is afforded by the figures of the wages paid to the dock labourers at Hamburg, who being well organized were better able to secure their legitimate demands than most branches of German labour. The following table show the successive increases in the wages paid to the Hamburg dock labourers since 1924:—

Wages of Hamburg Dock Labourers

	Reichsmarks per Day
On November 4, 1923, fixed at	4.50
April 22, 1924, increased to	4.80
June 1, 1924, increased to	5.60
November 1, 1924, increased to	6.00
February 1, 1925, increased to	6.30
May 1, 1925, increased to	6.70
September 1, 1925, increased to	7.20
January 1, 1927, increased to	7.60
October 1, 1927, increased to	8.20
May 1, 1928, increased to	8.80
April 1, 1929, increased to	9.20

Since 1923 therefore the wages of the Hamburg dock labourers have been increased by over 100 per cent.

The present level of wages in the principal branches of trade and industry can be indicated by the following table giving the weekly tariff wages paid in September, 1929:—

Branch	Skilled In Reichsmarks	Unskilled per Week
Mining	59.56	42.12
Metal	50.50	37.82
Chemical	51.79	42.91
Building	67.32	55.47
Wood	57.75	49.76
Paper	41.71	37.44
Book printing	56.12	48.85
Textile—		
Male	37.82	31.73
Female..	27.70	22.37
Brewing	61.85	.....
Confectionery	48.67	.....
Railway	51.58	41.85

SWEDISH MARKET FOR HARDWOOD PLANKS

FREDERICK H. PALMER, CANADIAN TRADE COMMISSIONER

Oslo, December 10, 1929.—As the result of inquiries sent to importers of builders' supplies in Sweden, it appears that a fair possibility exists of developing a moderate market in Sweden for hardwood planks, or even logs, from which flooring and parquet blocks could be cut.

No interest could be aroused in finished flooring owing to the heavy rates of duty—30 kr. per 100 kgs. or approximately \$73 per ton—levied on hardwood, sawn and planed. On the other hand, the importation of planks or of logs is free of customs duty.

As is well known, Sweden has an adequate supply of softwoods for all purposes, but the many and varied demands for products made from hardwoods can only be met by continuous importation of the products themselves or of hardwoods from abroad. The demand for planks from which to produce flooring has always been met from Poland, principally for European oak, and from the United States. It is difficult to say how much is imported from each country for flooring, but the imports from these two sources of planks "other than fir or pine" during 1928 were:—

	Cubic Metres	Kroner
Poland	3,405	425,246
United States	624	146,960

DIMENSIONS REQUIRED

One importer from Gothenburg states that it is left to the varying local demand to determine the purpose for which the unfinished planks might be used. These might be worked up into ordinary flooring, or cut up into flat or edge-grained parquet blocks. The usual nominal thickness is $1\frac{1}{4}$ inch, and the widths required are generally 4, 5 and 6 inches. The nominal sizes generally sold in Sweden as "strips" are, in inches: 1 by 2, 1 by $2\frac{1}{2}$, 1 by $2\frac{3}{4}$, and 1 by 3, although the actual thickness on delivery may be $1\frac{3}{16}$ or $\frac{3}{4}$ of an inch, or even thinner. These "strips" the importer cuts and planes down from the rough planks he carries in his stock.

With respect to his particular requirements regarding the thickness to be specified, one importer stated that he could not be exact, but he intimated that a thickness varying between $2\frac{1}{2}$ and 3 inches would be suitable for his requirements. As the planks might be sawn to yield edge-grained parquet blocks, thicknesses of 2, $2\frac{1}{4}$, $2\frac{1}{2}$, $2\frac{3}{4}$ and 3 inches are sometimes desirable.

As is well known, the bulk of the present demand for flooring is for oak, but it is hoped that business can be built up for maple and birch.

Canadian exporters of hardwood interested in this possible development should communicate with the Gothenburg firm on whose behalf Trade Inquiry No. 30 is published in this issue of the *Commercial Intelligence Journal*. Interested exporters should also send quotations c.i.f. Gothenburg, Malmö and Stockholm for each variety of hardwood they are in a position to export to the Canadian Trade Commissioner at Oslo. With these quotations should also be sent a schedule of standard sizes.

NEW NORWEGIAN LAW CONTROLLING PHARMACEUTICAL PREPARATIONS

FREDERICK H. PALMER, CANADIAN TRADE COMMISSIONER

Oslo, December 12, 1929.—During 1928 over 700 tons of druggists' supplies valued at 2,114,500 kroner or approximately \$571,000, were imported into Norway. This group may be said to represent mostly prepared medicines, etc., sold in the form in which they are imported. Some points in a new law which becomes effective on January 1, 1930, should be considered by

manufacturers who may be asked by their Norwegian agents to supply particulars regarding ingredients and cost prices which the new law will shortly require them to submit to the Director of Medicines of the Department of Social Affairs in Norway.

Canadian manufacturers interested in this new act may secure a translation for temporary reference by applying to the Department of Trade and Commerce, Ottawa, quoting file No. 26327. The following are the main provisions:

The law determines who shall be permitted to import the classes of goods which it controls and some firms are permitted to import only those goods which they need in their own factories. Advertising of an exaggerating or misleading character is forbidden, and newspapers are not allowed to accept propaganda material which demands the importation of certain prescribed articles.

No pharmaceutical preparation can be offered for sale without the approval of the Director of Medicine. This approval shall be based on the name of the preparation, the commodities entering into it, its price, its label, and on the directions for its use and on the advertising matter which is designed to stimulate its sales. "Special attention shall be given to the truth of the claims made for the medicinal properties of the preparation, to the fact that the price bears a true relation to the cost and actual value, and to the advertising that it is not untruthful or misleading."

One of the last clauses in the new act exempts from its provisions:—

- (1) A preparation of a Norwegian druggist sold by the druggist to the user.
- (2) A medicine containing one or several ingredients, but of which only one is medicinally effective.
- (3) Serums, vaccines containing no other medical articles.

Applications for registration numbers must be made by the Norwegian manufacturer or, if the article has been made abroad, by the Norwegian representative, and each application for each article must be accompanied by an application fee of 25 kr., as well as an examination and registration fee of 50 kr. If the composition of any preparation should be changed in the future, for registering the change a fee of 50 kr. will be required.

Registration for preparations which are being sold at the time the law becomes effective must be applied for within six months, and that for these remedies, although the law requires that the registration number will ultimately be printed on the label, temporary permission can be granted to allow the registration number to be used as an addition to the label.

MARKET FOR ROLLER SKATES IN NORTH OF ENGLAND

HARRY A. SCOTT, CANADIAN TRADE COMMISSIONER

Liverpool, December 16, 1929.—The last roller skating boom in the North of England took place before the war, and although a number of small rinks have continued in operation since that time, roller skating has been a relatively unimportant pastime until this year. During the past few months, however, it has again become popular with a resultant larger demand for skates.

Considerable attention has been given to this revival of interest by the press, and a number of new rinks have been planned in different parts of the country. So far as this territory is concerned, the majority of the rinks are enjoying a much busier trade. In Liverpool one large dance hall has been converted into a roller rink, and since it opened about four months ago has been very popular. A much smaller rink built for the purpose has also been opened within the last few weeks, and the owners contemplate the erection of a larger open-air space to be ready for next spring. These two establish-

ments are additional to two or three rinks that have been running for years past in this city in a comparatively small way; the later rinks are the direct result of the present boom. On the other hand, this pastime has not so far developed in Manchester to the same extent. Reports from other districts in the North of England vary considerably, but on the whole point to a recent general revival of interest.

The largest outlet for skates is among the roller rinks, in renting them to patrons. In Liverpool an inclusive charge is made for the use of the rink and the skates. The largest rink charges two shillings for adults in the evening, and the newly opened smaller establishment one shilling.

According to the authorities of the most popular rink in this city, about 90 per cent of their patrons did not know how to skate when they opened their rink some months ago. No reduction is made in the admittance charge for those using their own equipment. Regular patrons who can afford this luxury and wish to enjoy the pride of ownership, are the only purchasers of skates. Very few pairs have been sold outright to customers by the rinks. The majority of retail sporting goods stores, a few hardware firms, large departmental stores, and houses dealing in toys are stocking roller skates for the private-owner demand, but from inquiries made sales through these channels have not reached any great volume.

The most popular skates are of American manufacture, although English and German makes are also on the market. Retail prices range all the way from 3s. (73 cents) for cheap children's skates of English and German manufacture up to 45s. (\$10.90) for high-quality English skates. Popular brands of medium-quality skates are available at from 23s. 6d. (\$5.71) to 27s. 6d. (\$6.60). One American skate which has become quite popular retails generally at 25s. (\$6). The prices that would probably have to be quoted by a Canadian manufacturer to wholesale distributors, in order to meet this particular competition, have been forwarded to the Department of Trade and Commerce, Ottawa, along with this report, for the confidential information of any interested firms. Another well-known American skate is being sold retail at 17s. 6d. (\$4.25) by a large departmental store in this territory. Prices naturally depend on quality, fibre or aluminum wheels, special straps, clamps, etc., all adding to the price. The English skate which sells for 45s. (\$10.90) has to be rivetted on to the boot in the same way as the ordinary Canadian hockey skate, and this strictly limits the outlet.

The most important business from the skate manufacturer's point of view is obviously the initial purchases made by new rinks opening up, and so far this trade seems to have gone to United States firms. The largest Liverpool rink is understood to have purchased several thousand American skates through importers in London, after having tenders from a number of different suppliers, including retailers who quoted for the business. Apart from the rinks themselves, there is the ordinary retail trade to consider, and here opinions differ as to the potential amount of business that can be secured through such channels. Most retailers consulted are taking a very conservative attitude toward ordering stocks of skates, in view of the uncertain nature of this trade. One firm pointed out that the last boom in England before the war fell away almost overnight, and they were left with roller skates that they took almost ten years to dispose of. Others are still waiting to see if the present craze develops before buying anything more than sample orders.

Meanwhile, any Canadian firm wishing seriously to compete against United States manufacturers for a share of this business should link up with a distributing house that could canvass the retail trade, carry stocks including spare parts, and also tender wholesale prices for large initial rink requirements. Quotations for the rinks would necessarily have to be on a very competitive basis to get the business.

One Liverpool firm of distributors with an established connection in this area are open to consider samples and prices from a Canadian manufacturer. Interested firms are invited to communicate with the Canadian Trade Commissioner at Liverpool. Only c.i.f. Liverpool quotations would be considered.

In conclusion, it should again be emphasized that while there is at present undoubtedly a vogue for roller skating, the volume business is necessarily confined to new rinks. The completion of schemes for such rinks depends entirely on maintaining and developing the present public enthusiasm for this pastime. The majority of firms believe that it may last two or three years, others not so long. Finally, there are a number of brands already on the market, including some that gained a foothold during the pre-war boom. Competition is extremely keen.

DEMAND FOR WASHBOARDS AND BROOMS IN NORTH OF ENGLAND

GERALD A. NEWMAN, ASSISTANT TRADE COMMISSIONER

Liverpool, December 9, 1929.—A recent inquiry was received by this office as to the possible market in England for washboards. Investigation reveals that besides the washboards produced in England, importations are being made from the Scandinavian countries and Germany.

The German product of all-zinc, and of wood with zinc rubbing surface, despite their low price, on account of poor quality have met little demand.

Cheap all-wood makes are being offered by Scandinavian manufacturers at as low as 4s. 8d. (\$1.13) f.o.b. Scandinavia, but they too have small sale. Better types of all-wood double-size rubbing surface are sold at 6s. 3d. (\$1.52) c.i.f.

The zinc-and-wood washboards have by far the larger sale. One of Scottish make, 23½ inches long by 12½ inches wide, with zinc rubbing surface and spruce frame, spot price 12s. (\$2.92) per dozen, and retailed at about 1s. 6d. (36 cents) each, is recognized by one large departmental store as its best seller.

The best selling imported article is 27 inches in length, with perforated zinc rubbing surface and stout spruce frame. It is very similar to the old Canadian style of board, is manufactured in Norway, and is offered at 10s. 6d. (\$2.55) c.i.f. per dozen. It is against this type of board that Canadian manufacturers would have to compete.

A North of England distributing house has expressed interest in receiving prices from manufacturers of Canadian-style brooms and whisks. To date this firm has been importing these articles from Germany, but owing to their poor quality, they are looking for new sources of supply. The price range for brooms should be from 15s. (\$3.65) to 18s. (\$4.38) c.i.f. per dozen; that for hand whisks 7s. (\$1.70).

Interested Canadian firms are invited to communicate with the Canadian Trade Commissioner at Liverpool.

QUARTERLY REVIEW OF NEW ZEALAND'S IMPORTS

C. M. CROFT, CANADIAN TRADE COMMISSIONER

Auckland, December 2, 1929.—Statistics are now available showing the trade of New Zealand during the nine months ended September 30. Details of imports from Canada during the three months ended September are also at hand.

GENERAL REVIEW

The total figures reveal quite satisfactory conditions. The total exports during 1928, amounting to over £56,000,000, created a record, and for the first nine months of the current year are practically the same as during the corresponding period during last year.

Imports show a substantial increase for the nine months, the figure for the first three-quarters of this year being over £36,000,000, an advance of some £3,000,000 over the corresponding period last year. For the first nine months of 1929 the excess of exports over imports was £9,300,365, whereas the corresponding figure for the first three quarters of 1928 was £12,627,432.

DIRECTION OF TRADE

Exports.—Of the total value of exports during the nine months of £45,-654,779, by far the largest proportion (£33,678,854) went to the United Kingdom. The United States was second with £3,302,527, and Canada third with £2,102,121. Other important purchases were Australia (£1,889,848), France (£1,715,340), and Germany (£1,092,899).

One feature of the export trade is the substantial growth of shipments to Canada: the 1929 value is £615,607 greater than that for the corresponding period last year.

Imports.—The principal supplying countries during the first nine months were the United Kingdom (£16,510,690), the United States (£7,098,860), Canada (£3,507,836), and Australia (£2,371,556). It has been intimated above that imports have increased considerably. The greatest increase is noted in the case of motor vehicles, which shows a growth of £1,598,624 during the nine months. Other items contributing to the general increase were motor spirit, motor tires, apparel, and silk piece goods. Imports from Canada during the first nine months of 1929 exceeded the total from the Dominion during the whole of 1928, and were some £1,389,546 in advance of the corresponding nine months last year—an increase of 65 per cent.

CANADIAN TRADE (THIRD QUARTER, 1929)

By courtesy of the New Zealand Customs Department, specially compiled statistics are available showing details of imports into New Zealand from Canada during the third quarter of the current year. The value of Canada's share of the import market during that period was £1,337,621 (\$6,688,105), as compared with £890,594 (\$4,452,970) for the third quarter last year—an increase of £447,027 (\$2,235,135) or just over 50 per cent. Imports during the quarter from all countries, on the other hand, showed an increase of only £1,691,176 or 14 per cent.

Motor vehicles were responsible for more than half the total increase in Canadian shipments, the increase during the quarter, as compared with the third quarter last year, being £256,560. Diverting for a moment from the returns for the quarter to those for the nine months, it is seen that Canada supplied a greater number of motor vehicles than any other country, the figures being: Canada, 9,849; United States, 9,601; and the United Kingdom, 3,122. During the first nine months last year 7,045 came from the United States, 2,157 from Canada, and 1,882 from the United Kingdom.

Other principal increases in Canadian shipments took place in the following commodities, the amount of the increase being shown in parentheses: motor tires (£36,613); rubber and canvas footwear (£30,663); chassis for lorries, trucks, etc. (£29,310); hosiery (£26,484); newsprint (£19,108); wheat (£9,941); chassis for passenger vehicles (£8,102); hardware n.e.i. (£7,715); and lorries, trucks, vans, and buses (£7,552).

There were a few decreases, the principal commodities concerned being iron and steel, bar, bolt and rod (£7,096); footwear n.e.i. (£6,271); vacuum cleaners (£6,211); plain wire fencing (£3,478); parts of engines (£3,077); generators, motors, etc. (£2,736); reapers and binders (£2,259); and barbed fencing wire (£1,500).

Full details of the imports from Canada during the three months ended September 30, 1929, are on file at the Department of Trade and Commerce, Ottawa, and copies may be obtained on application (quoting file No. 18806).

FOREIGN TRADE OF INDIA

RICHARD GREW, CANADIAN TRADE COMMISSIONER

[NOTE.—Figures based on par value of exchange: 1 rupee equals 36 cents Canadian currency.]

Calcutta, November 28, 1929.—The trade returns of British India for October, 1929, show very little fluctuations as compared with the preceding month.

As in September, the imports were valued at Rs.192,300,000 (\$69,228,000); and exports including re-exports at Rs.262,700,000 (\$94,572,000), of which exports amounted to Rs.256,400,000 (\$92,304,000) and re-exports to Rs.6,300,000 (\$2,268,000), as compared with Rs.257,800,000 (\$92,808,000), and Rs.4,900,000 (\$1,764,000) respectively in September, 1929. Compared with October, 1928, imports, exports and re-exports showed decreases.

Treasure on private account, including currency notes, showed a net import of Rs.16,600,000 (\$5,976,000), in October, 1929, as against Rs.15,300,000 (\$5,508,000) in the preceding month, and Rs.22,500,000 (\$8,100,000) in October, 1928. The import and export figures of gold and silver during the seven months, April to October, 1929, compare as follows with the corresponding period of the preceding year:—

	Seven Months, April to October		Decrease (—) in 1929 as compared with 1928
	1929	1928	
Gold imported	Rs.82,600,000 (\$29,736,000)	Rs.96,100,000 (\$34,596,000)	—Rs.13,500,000 (\$ 4,860,000)
Gold exported	Rs. 100,000 (\$ 36,000)	Rs. 100,000 (\$ 36,000)	.....
Silver imported	Rs.69,200,000 (\$24,912,000)	Rs.114,200,000 (\$41,112,000)	—Rs.45,000,000 (\$16,200,000)
Silver exported	Rs. 6,100,000 (\$ 2,196,000)	Rs.22,900,000 (\$ 8,244,000)	—Rs.16,800,000 (\$ 6,048,000)

Measured by the statistics of merchandise and treasure, the total visible balance of trade in October, 1929, was Rs.54,800,000 (\$19,728,000) in favour of India as compared with Rs.57,300,000 (\$20,628,000) in September, 1929, and Rs.56,800,000 (\$20,448,000) in October, 1928. During the seven months ended October, 1929, the visible balance of trade in merchandise and treasure was Rs.330,200,000 (\$118,872,000) in favour of India as compared with Rs.316,300,000 (\$113,868,000) in the corresponding period of the preceding year.

SUGAR IMPORTS DECLINE

As compared with October, 1928, the imports of food, drink and tobacco in October, 1929, declined by Rs.4,000,000 (\$1,440,000) to Rs.33,300,000 (\$11,988,000), and those of manufactured articles by Rs.20,400,000 (\$7,344,000) to Rs.138,400,000 (\$49,824,000), while raw materials rose by Rs.300,000 (\$108,000) only to Rs.17,500,000 (\$6,300,000). Under food, drink and tobacco, imports of sugar (including beet) declined in quantity by 5,000 tons to 84,000 tons and in value by Rs.1,600,000 (\$576,000) to Rs.14,700,000 (\$5,292,000). There were practically no imports of rice not in the husk during the month as against 18,600 tons valued at Rs.2,600,000 (\$936,000) received a year ago. Under raw materials, the imports of kerosene oil showed a decrease of 2,500,000 gallons in quantity and of Rs.900,000 (\$324,000) in value, while batching oils showed an increase of over 1,000,000 gallons in quantity and of Rs.750,000 (\$270,000) in value. Raw cotton, imported mostly from Kenya Colony, recorded an increase of 1,100 tons in quantity and of Rs.1,250,000 (\$450,000) in value.

Under manufactured articles, the imports of cotton yarn and manufactures decreased by Rs.11,800,000 (\$4,248,000). The imports of twist and yarn

decreased by about 1,000,000 pounds in quantity and by Rs.1,300,000 (\$468,000) to Rs.4,300,000 (\$1,548,000) in value. Cotton piece-goods fell by 28,000,000 yards in quantity and by Rs.9,800,000 (\$3,528,000) in value. Grey, white and coloured goods fell by 116,000,000 and 11,000,000 yards in quantity, and in value by Rs.114,000,000 (\$41,040,000) and Rs.4,700,000 (\$1,692,000) respectively. There were noticeable decreases under iron and steel sheets and plates (Rs.2,000,000: \$720,000), motor cars (Rs.1,800,000: \$648,000), woollen piece-goods (Rs.900,000: \$324,000), and silk piece-goods (Rs.800,000: \$288,000), while there was an increase under railway carriages and wagons (Rs.1,500,000: \$549,000).

VARIATION IN EXPORTS

Exports of food, drink and tobacco in October, 1929, compared with October, 1929, increased by Rs.4,700,000 (\$1,692,000) to Rs.64,600,000 (\$23,256,000), due mainly to an increase in the exports of rice and tea. Exports of rice not in the husk increased by 53 tons in quantity and by Rs.6,900,000 (\$2,484,000) in value. The exports of tea rose by 3,000,000 pounds in quantity and by Rs.2,000,000 (\$720,000) in value. The quantity of coffee exported decreased from 26,000 cwts. to 4,000 cwts. and the value thereof from Rs.3,100,000 (\$1,116,000) to Rs.300,000 (\$108,000 only). Raw materials and produce exported decreased by Rs.19,800,000 (\$7,128,000) to Rs.114,200,000 (\$41,112,000). Under this group, raw cotton recorded a decrease of 14,000 tons in quantity and of Rs.14,500,000 (\$5,220,000), in value.

Of the total shipments, Japan took 13,000 tons or 42 per cent, Italy 4,500 tons, Germany 3,200 tons, the United Kingdom 26,000 tons, Belgium 2,400 tons, France 2,000 tons, and the remainder went mainly to China and Spain. Exports of raw jute also fell from 120,000 tons to 109,000 tons in quantity, the corresponding decrease in value being from Rs.43,600,000 (\$15,696,000) to Rs.37,700,000 (\$13,572,000). The exports of oil seeds showed a net increase of Rs.6,400,000 (\$2,304,000). Under ground nuts there was an increase of Rs.2,900,000 (\$1,044,000), under linseed of Rs.2,500,000 (\$900,000), but the exports of castor and rape seed decreased by Rs.800,000 (\$288,000) and Rs.700,000 (\$252,000) respectively. The exports of lac decreased by 27,000 cwts. in quantity and by Rs.3,500,000 (\$1,260,000) in value.

Raw hides and skins fell by 1,700 tons in quantity and by Rs.1,700,000 (\$612,000) in value. The exports of raw wool increased from 5,000,000 lbs. to 6,000,000 lbs., and the value from Rs.4,100,000 (\$1,476,000) to Rs.5,500,000 (\$1,980,000). Manufactured goods decreased by Rs.14,600,000 (\$5,256,000) to Rs.74,900,000 (\$25,964,000). The number of jute bags shipped fell from 53,000,000 to 51,000,000 in quantity, and from Rs.29,200,000 (\$10,512,000) to Rs.21,700,000 (\$7,812,000) in value. The yardage of gunny cloth exported also fell from 145,000,000 to 141,000,000, and in value from Rs.29,400,000 (\$10,584,000) to Rs.26,200,000 (\$9,432,000). Tanned or dressed hides and skins decreased by 600 tons in quantity and by Rs.3,000,000 (\$1,080,000) in value, while there was a noticeable increase under paraffin of Rs.1,000,000 (\$360,000).

DIRECTION OF TRADE

The share of the United Kingdom in imports was 42 per cent in October, 1929, as compared with 43 per cent a year ago, while her share in exports rose from 25 per cent to 31 per cent. The shares of Germany, Japan, and the United States in October, 1929, were respectively 6, 10 and 6 per cent under imports, and 7, 6, and 11 per cent under exports.

The tonnage of vessels entered into British India and cleared outwards with cargoes from and to foreign countries and British possessions during the

month of October, 1929, amounted respectively to 690,000 and 767,000 as against 627,000 and 767,000 in September, 1929, and 730,000 and 667,000 a year ago. During the seven months ended October, 1929, the tonnage of vessels entered and cleared with cargoes amounted respectively to 4,668,000 and 5,098,000 as compared with 4,663,000 and 4,724,000 in the corresponding period of the preceding year.

POINTS FOR EXPORTERS TO COLOMBIA

J. A. STRONG, CANADIAN TRADE COMMISSIONER

Panama City, December 17, 1929.—The Republic of Colombia, due to the extremely mountainous character of the country and the difficulties in the way of providing reasonably cheap and rapid means of internal transportation, must be considered by interested Canadian exporters as being divided into four distinct and widely separated districts as follows:—

AREAS AND COMMUNICATIONS

(1) *North Atlantic Coast*.—Tropical. This comprises a comparatively narrow strip of land extending along the Atlantic Coast and includes three departments. The population centres in the cities and the hinterland produces very little.

(a) Department of Atlantico: area, 1,082 square miles; population, 240,917 (90 per cent mulattos). Capital, Barranquilla; population, 139,400.

Barranquilla, a commercial centre, is situated on the Magdalena river, and is the most important city in this region. Practically all imported goods for Bogota and Medellin in the interior pass through this centre, although Barranquilla firms exercise very little control over actual sales to these points.

(b) Department of Bolivar: area, 23,938 square miles; population, 639,370. Chief centre, Cartagena; population, 86,467.

The port of Cartagena is connected with the Magdalena river by the Dique canal. It is a port of entry of some importance for goods destined for the Interior. The inhabitants are chiefly Mestizos and the standard of living is low.

(c) Department of Magdalena: area, 20,463 square miles; population, 276,990. Santa Marta principal centre; population, 22,067.

This area is tropical and the inhabitants are mainly negroes. It is the centre of the banana industry and is controlled largely by the United Fruit Company. It is commercially tributary to Barranquilla.

(2) *Bogota Region*.—Bogota, a modern city, the capital of the Republic, with a population of 235,000, is situated on a flat plateau 8,500 feet above sea-level. The climate is temperate. It is the centre of an extensive agricultural district, producing mainly wheat, corn and cattle.

Bogota has no direct means of communication with the Coast. Imported goods enter through Barranquilla via the Magdalena route by river boat and railway, entailing as many as six trans-shipments. The time required for goods to reach Bogota from the coast varies from one to three months or longer and internal freights are normally around \$100 per ton. This is the largest market in Colombia.

(3) *Antioquia*.—Population, 1,005,797. Chief centre, Medellin; population, 120,044.

The Department of Antioquia is the main centre of the coffee industry. The people in Antioquia are of a distinctly different type to the rest of the Colombians. They are industrious and thrifty, and while they are hard bargainers, the general standard of business morality is high.

Medellin, the capital, a modern city situated at an altitude of 4,500 feet above sea-level, enjoys an equitable climate. Imported merchandise reaches Medellin through Barranquilla via the Magdalena river and the Antioquia railway which crosses the Central Cordillera of the Andes. The time required in transporting goods from the coast varies from one to three months.

(4) *Cauca Valley Region*.—Area, 4,179 square miles; population, 532,621. Main centre, Cali; population, 124,857.

The Cauca valley, at an average elevation of 3,000 feet above sea level, is situated between the Western and the Central Cordilleras of the Andes. The valley is very fertile; 6,000 kilometres are under cultivation and 7,000 devoted to pasturage. It is well favoured both economically and climatically and is particularly suited to production of sugar, cotton and tobacco.

Cali is the distributing centre for this area. The port of entrance is Buenaventura on the Pacific coast, which is connected with Cali by a railway. While the railroad is not yet completed from Cali to Bogota, the latter may be reached in two days by automobile.

INTERNAL COMMUNICATIONS

The difficulties in the way of providing adequate means of internal transportation in Colombia are very great due to the extremely mountainous character of the whole country.

(1) The Magdalena River route from Barranquilla to Bogota comprises four stops: Barranquilla to Beltram, river steamer, 6 days; Beltram to La Dorada, railway, 4 hours; La Dorada to Girardot, river steamer, 8 hours; Girardot to Bogota, railway, 8 hours.

(2) The Magdalena route from Barranquilla to Medellin includes two stops. Barranquilla to Puerto Berrio, river steamer, 4 days; Puerto Berrio to Medellin, railway, 9 hours.

The time given above is under favourable conditions. When the river is low, which is frequently, the time taken to make the river trip may be extended to a month or more.

AIR SERVICES

The air services in Colombia are operated by the "Sociedad Colombo Alemana de Transportes Areos." They carry both passengers and mail.

(1) Atlantic Service: Panama to Cartagena and Barranquilla (weekly).

(2) Inter-ocean: Barranquilla to Buenaventura (weekly); passenger fare, \$180.

(3) Magdalena Service: Daily from Barranquilla to Girardot and intermediate points. Up river fare: Barranquilla to Girardot, \$180; Barranquilla to Puerto Berrio, \$120. Down river: Girardot to Barranquilla, \$125; Puerto Berrio to Barranquilla, \$100.

Passengers weighing over 75 kilos pay two pesos per kilo excess. Ten kilos baggage free and two pesos per kilo excess.

CUSTOMS TARIFF

All customs duties are specific and are on the gross weight. It is very important that correct weights in kilos be shown on the invoice and clearly marked on cases. There are surcharges of 10 per cent, 5 per cent and $2\frac{1}{2}$ per cent on all rates appearing in the tariff.

PACKING

This is very important, particularly for interior points on account of the large number of trans-shipments which must be made. Merchandise should be packed in strong, iron-strapped cases, keeping in mind the fact that duties are assessed on gross weight. No special packing is necessary for goods entering via Buenaventura. Cases for the interior should not exceed 80 kilos as transport by mule is frequently necessary.

All cases should be marked with the number of the order, name of consignee, number of case, gross and net weight in metric system on at least two sides of case.

DOCUMENTATION

All merchandise requires a consular invoice made out in Spanish. The original invoice must be sent to consignee direct not later than date on which ship carrying the goods sails. This is necessary in order that consignee may claim goods immediately on arrival as otherwise heavy fines are incurred. Under no circumstances should documents be sent direct to a consignee in the interior, but should be sent to his agent at port of entry or a bank on the coast. It is very important that the buyer's instructions be followed in every detail by the shipper, particularly as regards the classification of the merchandise.

The bill of lading must be authenticated by the Colombian Consul at port of shipment. The fee is \$.50 U.S., payable only on original. The fee for authentication of the consular invoice is three per cent of the f.o.b. value, payable at port of destination. Consequently consular invoice must show the f.o.b. value. Parcel post shipments do not require a consular invoice.

Commercial invoices must be sent to consignee in triplicate and should show forth f.o.b. and c.i.f. value of goods.

Commercial invoices in triplicate covering parcel post shipments must bear the following:—

Declaramos bajo juramento que las marcas, numeros, cantidades de bultos, contenido de los mismos y los precios aqui anotados son exactos.

Merchandise must be consigned to either of the following ports according to instructions in order: Puerto Colombia, Cartagena, or Buenaventura.

It should be noted that, under Colombian law, any person may obtain a duplicate of the consular invoice for 50 cents and secure release of goods after payment of customs duties.

LANGUAGE

The official language is Spanish. A very small proportion of the business community speak or understand English. It is almost therefore essential that Spanish be used in corresponding with Colombian firms.

MAIL

Letters to interior points, as Bogota or Medellin, sent by air mail, reach their destination two or three weeks before letters sent by ordinary mail. The envelope should be marked "Por avion from Barranquilla." The air mail rate is 30 cents per ounce or fraction thereof, in addition to ordinary postage. Stamps may be secured from the Colombian Consul in Canada. Registered mail is subject to greater delay in receipt than ordinary mail.

BANKS, CURRENCY AND QUOTATIONS

Quotations are usually made in United States dollars. They should be c.i.f. ports as follows: Puerto Colombia, for Barranquilla, Medellin, Bogota, Bucaramanga; Cartagena, for Cartagena; Buenaventura, for Cali.

The monetary unit in Colombia is the gold peso: 5 pesos=£1 sterling, 1 pesos=0.965 cents.

WEIGHTS AND MEASURES

The metric system is the legal standard. However, many Spanish units are commonly used: 1 carga=280 pounds; 1 arroba=25 pounds; 1 hectare=2.471 acres.

CREDITS

Extended credits are the general rule except on the coast where there are no delays in deliveries. For Medellin 90 to 120 days is the usual term and for Bogota at least 180 days. Even on these terms drafts are frequently due before the goods arrive. In any case the buyer has to pay the duties, which are high, usually several months before the goods are received. The duties plus inland freights to Bogota and Medellin are seldom less than the c.i.f. cost Puerto Colombia. The usual terms granted in Cali are 60 to 90 days date.

REPRESENTATION

The form of representation usually adopted by American firms, unless they have their own branches, is through a commission agent or manufacturers' representative, working on a straight commission basis. They are as a rule individuals who confine their activities to the city and immediate vicinity in which they are located. These agents almost invariably ask for an exclusive agency for the whole of Colombia. There are a limited number who maintain their own branch offices in the main centres, but aside from these an exclusive agency should not be granted except after thorough investigation has been made, as the high cost of transportation and necessary time lost in travelling preclude the possibility of an agent being able to cover more than one of the centres, Bogota, Cali, Medellin or Barranquilla, and as regards importance there is little to choose between them.

There are a number of foreign import commission firms who have branches throughout Colombia and purchase on their own account. The main difficulty in appointing a firm of this type is that they usually carry altogether too many agencies. Also the majority of these firms specialize in textile lines. The English, German, and American export commission houses trading in Colombia generally appoint local agents and frequently send out one or more of their own employees to work with the agents.

As purchases by the Department of Public Works of the National Government is an important factor in the import trade, firms offering lines for use in railway or road construction must have a suitable agent, resident in Bogota, that is, one who is in a position to sell to the department.

MANCHURIA AND NORTH CHINA AS A MARKET

II*

L. M. COSGRAVE, CANADIAN TRADE COMMISSIONER

South Manchuria and North China

Geographically, South Manchuria is regarded as the area south of Harbin and bounded on the south by Korea, the Great Wall and the Yellow Sea. From a trading standpoint, however, it is usually considered to be that part of South Manchuria known as the Japanese Leased Territory and railway zone.

This area is limited to approximately 1,300 square miles of territory known as the Kwantung Province or Liaotung Peninsula, including Port Arthur and the port of Dairen, and approximately 100 square miles of railway zone belonging to the South Manchuria Railway Company. Though this area is a very small part of all Manchuria, it constitutes the most important distributing area in the whole of Northern China, and as result of the modern

* The first report in this series, on North Manchuria, was published in last issue.

equipment and facilities afforded by the port of Dairen, over 10 per cent of the total trade of China passes through this port, and it is the great distributing point for the whole of the northern hinterland.

Construction of this port was begun by Russia in 1898 to provide a Pacific outlet for her trans-Siberian railway. Under the Treaty of Portsmouth (1905), the lease of the territory, including Dairen, was with the consent of China transferred to Japan, and in 1915 the lease was extended to ninety-nine years from the date of the original lease, including the South Manchurian railway zone from Dairen to Changchun, and from Mukden to Antung on the Korean border.

AREA AND POPULATION

The area of the Leased Territory and railway zone is estimated at 1,400 square miles with a population of 1,500,000, of which Chinese constitute some 82 per cent. In 1907 there were only 8,000 Chinese in the territory. A Governor General and staff, appointed by the Japanese Government, are in control, and in addition to the usual administrative duties, policing the railways and supervision of the business of the South Manchurian Railway Company are in their hands.

A great majority of the imports from foreign sources are purchased either directly or indirectly by the South Manchuria Railway Company, which in addition to actual railway work, control harbours, coal mines, iron works, shale oil plants, hotels, and numerous electric light and power plants which function under the name of the South Manchurian Electric Company in the railway towns along the line from Dairen and Changchun.

The material bought from abroad for the railway company and its various subsidiaries has aggregated in the past twenty-one years to 504,000,000 gold yen (G\$250,000,000), of which over Gold \$60,000,000 was purchased from the United States. The growth of Dairen, and the creation of a great export trade in Soya beans, both oil and cake, are the most significant features of the period.

In 1907, when Dairen was opened to trade, its position, according to the returns of the Chinese Maritime Customs, was tenth in the list of Chinese ports, with a total of 12,000,000 Haikwan taels (G\$8,400,000). Dairen rose to fifth place in 1910, to third place in 1912, and since 1917 has held second place, being exceeded only by Shanghai. As far as Manchuria is concerned, Dairen has occupied first position since 1910. The trade for 1928 amounted to 117,000,000 Haikwan taels (G\$81,000,000), an increase of 15,000,000 taels over the previous year.

The above figures serve to indicate the importance of Dairen and the Japanese Leased Territory as a potential market for foreign products. In addition to the requirements of the South Manchuria Railway Company, buyers from all parts of North and Central Manchuria are in contact with importing firms in Dairen, and in many cases prefer to buy ex warehouse in the port, due to the splendid facilities afforded by the harbour authorities and the ease with which supplies can be delivered into the interior. The greater part of this business is transacted through the local Japanese importing houses in Dairen, who maintain sales branches throughout South and Central Manchuria, and are in close touch with the requirements of the whole of Manchuria.

In many respects the method of trading differs radically from that of Central and South China: large consumers such as the South Manchurian Railway and its subsidiaries usually place their orders through local Japanese firms, and are strongly averse to buying from catalogues or by indents direct to manufacturers abroad.

Manufacturers interested in this territory must therefore, to obtain a permanent footing, approach Japanese firms in Dairen who are recognized as suppliers by the South Manchuria Railway Company, and be prepared to grant agencies for South and Central Manchuria as far north as Mukden or Changchun.

Japanese import houses in Dairen are fully conversant with foreign import and export practice, are well informed regarding trading and economic conditions generally and are very aggressive. In addition, well-known foreign and Japanese banks are strongly established in Dairen, and are in a position to supply complete information regarding the financial standing of firms. Regular sailings from Atlantic and Pacific ports are maintained to Dairen, and rates of freight are usually on a similar basis to those of Shanghai, Tientsin and Hongkong.

NORTH CHINA

Coincident with the development of the Port of Dairen, and its importance from the standpoint of import and export trade in Manchuria, the smaller though perhaps not so spectacular growth of Tientsin in its relation to North China is of considerable interest to shippers and manufacturers.

North China may be considered to include that part of China which embraces the provinces of Shantung, Chihli, Shansi, Kansu, inner Mongolia and Jehol, the last-named province, which lies north of the Great Wall of China, forming the western gateway to North and Central Manchuria via the Peking-Mukden railway.

This territory embraces a large number of the important interior cities of China such as Tientsin, Peking, Tsingtao, Tsinanfu, Taiyuan and Kalgan, and is perhaps better served, from a transportation standpoint, than any other part of China.

From Tsingtao, which is a modern and up-to-date port, created by Germany prior to the Great War, excellent transportation facilities exist by rail to Tsinan, an important railway junction on the main line running between Nanking and Tientsin. Similarly from Tientsin, which lies some 40 miles up the Pei river in the gulf of Chihli, double-track lines extend west to Peking and Kalgan on the Mongolian border; south to Tsinan and Tsingtao; southwest via Peking to Hankow and Raiyuan; and northeast via the Peking and Mukden railway to Chingwangtao, Newchwang and Mukden. This area covers 376,000 square miles and has a population of eighty millions. A great range of commodities passes through it for consumption in the remote interior, conveyed thence by the ancient caravan routes from Kalgan through Inner Mongolia to Chinese Turkistan, through the Mahommedan province of Kansu to Northern Tibet, and through the province of Jehol to Northern Mongolia, while from these extensive territories come hides, skins and vegetable oils, which are transhipped through Tientsin to all parts of the world.

TIENTSIN

The chief port in North China, Tientsin, ranks a close third, in value and volume of trade, to Dairen and Shanghai. The total trade in 1928 was valued at 112,000,000 Haikwan taels (G\$78,000,000), an increase of 18,000,000 taels (G\$12,500,000) over 1926, the previous record year. To these figures should be added the important trade through Tsingtao, which amounted in 1928 to 37,000,000 taels (G\$26,000,000).

Despite the fact that this territory has been subject to many disturbances during the past few years, due to incessant fighting for possession of Peking, its absorptive power from a trading standpoint has been remarkable, and it is the

chief outlet for Canadian flour, timber and similar staple products. Via the Peking-Mukden railway, from Tientsin to Mukden and thence to Harbin and North Manchuria, Tientsin is able to participate in the rapid economic and commercial growth of North Manchuria, though the distributing media differs greatly from the Manchuria centres of Dairen, Mukden and Harbin.

The majority of the import and distributing firms operating from Tientsin are British and European, who maintain extensive warehouse facilities and operate either through branches or reliable sub-agents in the interior. Tientsin is admirably equipped with foreign banking institutions, through whom reliable information can always be secured regarding trade connections. In the event of the establishment of agencies in the northern territories which have been reviewed above, Tientsin may be considered as serving a separate territory from that of Dairen, Mukden or Harbin.

TRANSPORTATION TO NORTH CHINA AND MANCHURIA

Regular cargo and passenger lines operate directly between Dairen and Tientsin, serving the two territories mentioned above from both Europe and North America, though considerable transshipment in the case of the former port takes place in Yokohama and Kobe, particularly when sales are effected through Japanese import houses. A fortnightly and monthly service by a Japanese line; a monthly service via the Blue Funnel line with transshipment at Yokohama; and numerous charter parties, chiefly Japanese, British and American, are available for additional cargo direct to Dairen.

Similarly, Tientsin is an important port of call, either direct to Tientsin or to the port of Taku at the mouth of the Pei river, situated some 40 miles from Tientsin and connected by rail and lighter service.

A considerable volume of cargo is also transhipped for Tientsin, Tsingtao and Chinwangtao at Shanghai from the larger steamship lines, and thence via excellent coastwise vessels under British management. Details regarding coastal services and transportation charges can be obtained from the leading transportation companies in Canada, particularly the Canadian Pacific and the Canadian National railways, who are prepared to supply "all through rates" from inland Canadian points to Tientsin.

FOREIGN TRADE OF MEXICO IN 1928

C. NOËL WILDE, CANADIAN TRADE COMMISSIONER

[NOTE.—In the following report, all values are given in Mexican currency, the par value of the peso being 49·85 cents, Canadian currency. Where weights are given in tons, metric tons of 2204·6 pounds are referred to.]

VI

Exports—I

While the exports of Mexico are of little interest to Canadian manufacturers, it is necessary to refer to them briefly when analysing the foreign trade of the country. A further reason for such a summary is found in the fact that a number of Canadian firms frequently make inquiries in regard to the possibility of obtaining raw materials and other commodities from Mexico; such products are referred to briefly in this chapter, and in cases where it is impracticable to obtain supplies, the reasons are given.

The exports from Mexico are classified in the Government statistics as follows:—

	1925	1927	1928
Live animals	\$ 1,248,852	\$ 5,806,169	\$ 7,649,657
Food and drink	55,767,437	79,243,273	87,758,899
Raw or semi-mfd. materials	485,744,027	455,692,464	403,537,095
Manufactured products	2,181,491	4,706,334	2,693,254
Gold, silver and bullion	135,766,311	85,410,010	88,390,065
Re-exports	1,461,714	2,800,600	2,415,078
	<hr/> \$682,169,832	<hr/> \$633,658,850	<hr/> \$592,444,048

Live Animals (1925, \$1,248,852; 1928, \$7,649,657).—This item consists, to the extent of 95 per cent of the total, of cattle exported to the United States. The great increase in the figures is made clearer by the following statement of the numbers exported: 1925, 39,909 head; 1926, 98,144 head; 1927, 154,866 head; 1928, 242,068 head. It is claimed that the increase is due to the restocking of the ranges, and the consequent possibility of exporting a surplus which is not required for local consumption (more especially in the northern areas of the country). If this is the case, it forms an excellent demonstration of the rehabilitation of the country, and the speed with which the destruction due to the revolutionary period is being overcome.

The only other important item included in the classification of live animals consists of lobsters, which were exported to the United States in 1928 to the extent of about \$200,000.

Food and Drink (1925, \$55,767,437; 1928, \$87,758,899).—The most important items are:—

	1925	1927	1928
Coffee	\$24,428,722	\$28,935,325	\$35,196,065
Tomatoes	10,595,679	19,564,777	18,250,548
Bananas	2,463,592	7,907,087	9,527,540
Beans and chickpeas	5,790,768	7,186,232	8,594,960
Vegetables	1,167,575	3,432,488	4,746,549
Fish	1,855,956	3,658,504	2,475,877
Chile	1,689,673	1,854,100	2,438,182
Melons . . . . .	.....	313,557	1,683,651
Spices	3,111,012	1,748,928	1,470,805
Rice	972,588	2,290,374	1,564,436
Honey	334,614	626,004	526,873
Sugar	1,804,645	737,097	87,521
Sundry	1,552,613	988,800	1,205,892
	<hr/> \$55,767,437	<hr/> \$79,243,273	<hr/> \$87,758,899

Coffee is a valuable crop, and as will be seen, the exports are rapidly increasing. The quality is high, comparing favourably with that of Central America. During the past few years the business has been highly profitable. Exports are sent to the United States, Germany, Holland and Spain, Canada, and many other countries. It is possible for importers to secure supplies without visiting the country, many growers seeking markets wherever a demand can be found. The following gives the exports for the years shown in tons:—1911, 18,863; 1924, 18,027; 1925, 24,108; 1926, 21,244; 1927, 26,091; 1928, 31,576.

Tomatoes are exported exclusively to the United States, principally from the West Coast. They are of good quality, but it is stated that prices are low on account of the lack of care in grading. For this reason they are regraded in cities close to the international border (such as Los Angeles and Phoenix, Arizona), and then redistributed throughout the country, a portion going to Canada. It is improbable that Canada can buy direct until grading is improved. The following statement gives quantities shipped: 1925, 38,297 tons; 1926, 39,563 tons; 1927, 57,360 tons; 1928, 51,923 tons.

Bananas are yearly becoming of increasing importance. After having been in abeyance for a number of years, the industry has taken a new lease of life, and it now appears to be once more based on a satisfactory foundation.

The bulk of the exports come from the district of El Hule, in the State of Vera Cruz, whence banana trains leave regularly for the United States at frequent intervals. The following gives the numbers of bunches shipped:—1925, 2,851,924; 1926, 4,323,745; 1927, 5,680,896; 1928, 5,339,751.

Eighty per cent of the exports of beans and chickpeas consist of chickpeas, which are consumed in large quantities in Spanish-speaking countries; they appear to be unknown in Canada. There is a large export of vegetables to the United States, especially during the Winter season.

Exports of fish and of chile are increasing, and consist principally of fresh fish sent to the United States. Melons are also sent in large quantities to the United States during the Winter season.

The only important item under spices is that of vanilla, which is exported in large quantities to the United States and Germany.

Rice is produced on the West Coast, in the State of Morelos, and to a lesser extent in other parts. It is an increasingly valuable crop, and the Government are making efforts to promote its cultivation and export through the medium of the Bank of Agricultural Credit. Canada is a large purchaser of Mexican rice, and it is probable that this business will increase; there is no difficulty in securing supplies by means of correspondence.

Germany, Italy and the United States are large purchasers of honey.

Sugar was formerly grown in large quantities, but the production is reported to have fallen off in recent years.

The item headed Sundries consists of barley, potatoes, lemons, oranges, nuts, spirituous liquors, and a large number of other food products which are exported in small quantities. Some of them (e.g. lemons, oranges, nuts) can be obtained by intending importers by means of correspondence without making a visit to the source of supply. The chief difficulty lies in the lack of knowledge by the grower of the requirements of foreign countries in connection with grading; this situation, however, is being gradually overcome.

TENDERS INVITED

New Zealand

Copies of plans and specifications have been received from Mr. C. M. Croft, Canadian Trade Commissioner at Auckland, for equipment required by the Public Works Department and the Post and Telegraph Department, Wellington. Tenders should be addressed to the Secretary, Public Works Supplies and Tenders Committee, Wellington, and the Secretary, Post and Telegraph Department, Wellington, in accordance with these specifications. Particulars are as follows:—

Public Works Department.—Lake Coleridge power scheme, section 219, 34,000 kv.a. transformers, to specification, and spares. Waitaki power scheme, section 8, 11,000 volt switchgear for water rheostats. Lake Coleridge scheme, section 218, 10,000 kv.a. synchronous condenser. (Tenders close April 29, 1930.)

Post and Telegraph Department.—2,500 plugs, 3 conductor, to specification. (Tenders close January 28, 1930.)

INCREASED AUSTRALIAN CUSTOMS DUTIES

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, November 28, 1929.—The schedule of proposed increased import duties on a wide range of commodities (221 items) was tabled in Parliament by the Commonwealth Treasurer on November 21 and became operative next day.* The new rates are still to be ratified by Parliament and will come up for discussion early in the new year. They have been imposed with the object of stimulating the local industries concerned and providing work for the very large number of unemployed at present in Australia, hence will probably be ratified with little alteration.

The principal tariff items affected, so far as they relate to Canadian exports to Australia, and the duties now in operation are given in the subjoined schedule, the previously existing duties being indicated in brackets for the purpose of comparison:—

Tariff Item	British Preferential	Intermediate	General
110 (C) Corsets ad val.	60% (30%)	65% (40%)	75% (45%)
115 (B) (3) Stockings, silk or containing silk per doz. pair.	30s. (7s.)	40s. (9s.)	50s. (11s.)
or ad val.	45% (35%)	55% (45%)	60% (50%)
	whichever rate returns the higher duty		
136 (E) Wire of No. 15 or finer gauge . . .	30% (20%)	45% (35%)	55% (45%)
180 (H) Sparking plugs each or ad val.	1s. 6d. 45% (45%)	1s. 8d. 55% (55%)	1s. 9d. 60% (60%)
	whichever rate returns the higher duty		
208 (A) Manufactures of metal . . . ad val.	45% (35%)	55% (40%)	60% (45%)
273 Carbide of calcium per ton	£6 10s. (£4)	£10 (£7 10s.)	£10 (£7 10s.)
291 (I) (2) Timber, undressed, cut to size for making boxes . . per 100 sup. ft.	12s. (5s.)	12s. (5s.)	12s. (5s.)
291 (J) Timber, for making boxes being cut to size and dressed or partly dressed per 100 sup. ft.	14s. (6s.)	14s. (6s.)	14s. (6s.)
291 (L) Timber, dressed, n.e.i. per 100 sup. ft.	12s. (12s.)	14s. (14s.)	20s. (15s.)
303 (A) Wood, all articles made of, n.e.i., whether partly or wholly finished ad val.	50% (30%)	55% (40%)	65% (45%)
305 (A) Furniture, n.e.i. ad val.	50% (35%)	55% (45%)	65% (50%)
319 (I) Gramophones, and other talking machines, n.e.i., including cases (but not horns) imported with machines ad val.	50% (25%)	55% (30%)	65% (35%)
326 Leather, rubber, canvas, and com- position belting ad val.	40% (30%)	45% (35%)	50% (40%)
330 Gum and wading boots . . ad val.	30% (Free)	35% (5%)	40% (10%)
332 (B) Rubber manufactures n.e.i., and articles n.e.i., in which rubber forms a part ad val.	35% (25%)	40% (30%)	50% (40%)

* Cabled reference to these changes appeared in the *Commercial Intelligence Journal*, No. 1348 (November 30).

Tariff Item		British		
		Preferential	Intermediate	General
334 (G) (1)	Paper, wrapping of all colours, glazed, unglazed, or mill-glazed, browns, caps not elsewhere specified, casings, sealings, nature or ochre browns, sulphites, sugars, and all other bag papers, candle carton paper, paper felt and carpet felt paper.per cwt.	10s. 6d. (8s.)	11s. 6d. (9s.)	12s. 6d. (10s.)
338 (A)	Paper, manufactures of, or articles partly manufactured of, having advertisements thereon; price lists, catalogues, circulars, printed, photographed, or lithographed matter, pictures for box tops, etc.per lb.	1s. (8d.)	1s. 3d. (9d.)	1s. 6d. (10d.)
	or ad val.	45% (35%)	50% (40%)	55% (45%)
340 (A)	Stationery, manufactured ..ad val.	whichever rate returns the higher duty		
340 (C)	Manufactures of paper n.e.i.; paper in rolls or reels of not less than 8 inches in width, and paper in the form of discs, ovals, small squares, and other small shapes.. ad val.	45% (30%)	50% (35%)	55% (40%)
355	Children's tricycles and quadricycles ad val.	45% (25%)	50% (30%)	60% (40%)
359 (D) (3)	Motor car bodies with fixed or movable canopy tops; e.g. limousine, taxi-cab, and similar types each	£85 (£65)	£90 (£70)	£95 (£75)
	or ad val.	40% whichever rate returns the higher duty	50% whichever rate returns the higher duty	55% whichever rate returns the higher duty
359 (D) (4)	Chassis, assembled, but not including rubber tires and tubes, storage batteries, shock absorbers, bumper bars, sparking plugs or springs ad val.	5% (5%)	35% (30%)	40% (35%)
359 (F) (2)	Springs for motor cars and chassis per lb.	4d.	4d.	5d.
	or ad val.	45% (40%)	55% (50%)	65% (55%)
359 (F) (3)	Wind screens whether imported separately or with motor vehicles or parts thereof except when parts of the types of bodies enumerated in paragraph (3) of sub-item (4) of this item ..each	30s. 40% (40%)	40s. 50% (50%)	50s. 55% (55%)
	or ad val.	whichever rate returns the higher duty		
359 (F) (4)	Gears for motor vehicles including crown wheels and pinions, transmission gears, differential gears, worms and worm wheels, internal tooth gears, jack shaft, pinions and flywheel starter bands ..per lb.	3s. 45% (40%)	3s. 6d. 60% (50%)	4s. 65% (55%)
	or ad val.	whichever rate returns the higher duty		

Of the aforementioned goods, Canada is accorded the intermediate tariff on corsets, sparking plugs as necessary equipment of a car or chassis, and various vehicle parts including all that were comprised in item 359 (F) when the Canadian-Australian trade agreement of 1925 was entered into.

The rates have also been increased on pianos, player pianos, wireless receivers and parts, plywood, knitted goods, groceries, confectionery, bolts and nuts, brasswork, aluminium and enamelled ware, footwear, and other commodities which Canada exports to some extent to Australia.

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING DECEMBER 30

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending December 30, 1929, with the official bank rate. Quotations for the week ending December 23, 1929, are also given for the sake of comparison.

Country	Unit	Parity	Nominal Quotations in Montreal Week ending	Nominal Quotations in Montreal Week ending	Official Bank Rate
			Dec. 23	Dec. 30	
Austria...	Schilling	.1407	\$.1442	\$.1440	7½
Belgium...	Belga	.1390	.1418	.1414	4½
Bulgaria...	Lev	.0072	.0072	.0073	10
Czechoslovakia...	Krone	.....	.0300	.0300	5
Denmark...	Krone	.2680	.2717	.2709	5
Finland...	Markka	.0252	.0255	.0254	7
France...	Franc	.0392	.0399	.0398	3½
Germany...	Reichsmark	.2382	.2426	.2414	7
Great Britain...	Pound	4.8666	4.9291	4.9343	5
Greece...	Drachma	.0130	.0131	.0131	9
Holland...	Guilder	.4020	.4086	.4077	4½
Hungary...	Pengo	.1749	.1771	.1768	7½
Italy...	Lira	.0526	.0530	.0529	7
Jugo-Slavia...	Dinar	.1930	.1799	.1796	6
Norway...	Krone	.2680	.2715	.2709	5
Portugal...	Escudo	1.0805	.0455	.0454	8
Roumania...	Leu	.0060	.0061	.0061	9
Spain...	Peseta	.....	.1388	.1353	5½
Sweden...	Krona	.2680	.2731	.2721	5
Switzerland...	Franc	.1930	.1970	.1963	3½
United States...	Dollar	1.00	1.0125	1.0106	4½
Argentina...	Peso (Paper)	.4244	.4100	.4168	..
Brazil...	Milreis	.1196	.1139	.1137	..
Chile...	Peso	.1217	.1233	.1225	6
Colombia...	Peso	.9733	.9796	.9777	9
Mexico...	Peso	.4985	.4863	.4805	6-7
Peru...	Libra	4.8666	4.0398	4.0425	7
Venezuela...	Bolivar	.1930	.1954	.1950	..
Uruguay...	Peso	1.0342	.9315	.9600	..
Cuba...	Peso	1.0000	1.0121	1.0103	..
Java...	Guilder	.4020	.4075	.4025	5½
Shanghai...	Tael	.....	.5366	.5343	..
India...	Rupee	.3650	.3708	.3701	7
Japan...	Yen	.4985	.4966	.4957	5.48
Siam...	Baht (Tical)	.4424	.4606	.4598	..
Straits Settlements...	Dollar	.5678	.5713	.5696	..
Jamaica...	Pound	4.8666	4.9410	4.9065	..
British Guiana...	..	..	..	..	..
Barbados...	..	1.0000	1.02½ — 1.03½	1.02¼ — 1.03½	..
Trinidad...	..	..	..	..	..
Other British West Indies...	..	1.0000	1.02½ — 1.01½	1.02½ — 1.03½	..
Martinique...	Franc	.0392	.0398	.0398	..
Guadeloupe...	Franc	.0392	.0398	.0398	..

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT KINGSTON, BELLEVILLE, PETERBOROUGH, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.); AND THE MARITIME PROVINCES TRADE COMMISSION, TORONTO.

Foodstuffs

1. FOOD PRODUCTS GENERALLY.—A firm in Prague, Czechoslovakia, wish to establish a connection with Canadian exporters of various food products.

2. FISH.—A firm in Prague, Czechoslovakia, wish to establish a connection with Canadian exporters of various fish products.

3 and 3-A. CANNED SALMON.—Two Malmö (Sweden) firms of agents wish to represent a Canadian exporter of canned salmon.

4. CANNED SALMON.—A Stockholm firm of agents wish to represent a Canadian exporter of canned salmon.

5. CANNED SALMON.—A Gothenburg firm of agents wish to represent a Canadian exporter of canned salmon.

6. CANNED SALMON.—A Helsingborg firm of agents wish to represent a Canadian exporter of canned salmon.

7 and 7-A. CANNED LOBSTER.—Two Malmö (Sweden) agents wish to represent a Canadian exporter of canned lobster.

8. CANNED LOBSTER.—A Gothenburg firm of agents wish to represent a Canadian exporter of canned lobster.

9. CANNED LOBSTER.—A Helsingborg firm of agents wish to represent a Canadian exporter of canned lobster.

10. CANNED LOBSTER.—A Stockholm firm of agents wish to represent a Canadian exporter of canned lobster.

11. CANNED LOBSTER.—Importer is desirous of having quotations c.i.f. Panama on canned lobster.

12. MEAT.—A firm in Prague, Czechoslovakia, wish to establish a connection with Canadian exporters of various meat products.

13. PROVISIONS.—A firm of direct importers in Mexico City desire to receive quotations from Canadian sources of all kinds of canned meats, sausages, hams, etc., with a view to securing sole representation. It is intended to buy for cash and maintain stocks locally.

14. PACKING HOUSE PRODUCTS.—A Stockholm firm of agents wish to represent Canadian exporters of packing house products.

15. SAUSAGE CASINGS.—A Gothenburg firm of agents wish to represent a Canadian exporter of sausage casings.

16. CHEESE.—A firm in Vancouver, B.C., inquire for flat round cheeses packed in salt, for export to China.

17. CANNED GOODS.—A firm of direct importers in Mexico City desire to secure the representation of Canadian firms manufacturing canned vegetables and fruits, jams, jellies, and similar products. Detailed prices and catalogue should be sent with first letter.

18. FRUIT.—A firm in Prague, Czechoslovakia, wish to establish a connection with Canadian exporters of various fruit products.

19. CANNED FRUIT.—A Gothenburg firm of agents wish to represent a Canadian exporter of canned fruit.

20. EVAPORATED APPLES.—A Stockholm firm of agents wish to represent a Canadian exporter of evaporated apples.

21. EVAPORATED APPLES.—A Gothenburg firm of agents wish to represent a Canadian exporter of evaporated apples.

22. DRIED APPLES.—A Gothenburg firm of agents wish to represent a Canadian exporter of dried apples.

23. SOFT SUGAR (BROWN No. 10).—Agent and broker in Rotterdam desires quotations c.i.f. Rotterdam/Amsterdam and samples for soft sugar

24. WHEAT FLOUR.—A Malmö (Sweden) firm of agents wish to represent Canadian wheat flour mill.

Miscellaneous

25. AGENCY, STORAGE, DISTRIBUTORS.—A limited company in Glasgow, at present doing large business, with offices and stores at the principal ports in Great Britain and Ireland, are willing to undertake agency, storage, sale or distribution of any commodity which will leave reasonable profit or commission; also prepared to act as buying agents. Particularly interested in fertilizers, feeding stuffs, and similar products required by farmers. They are the principal importers in Great Britain of Chilean nitrate of soda.

26. AGENCY FOR ELECTRIC CABLES.—A firm in Johannesburg desire agency for cables similar to those manufactured by the Eugene F. Phillips Company. The specifications are V.I.R. wires and paper insulated cables.

27. BROOMS.—A North of England firm of distributors wish quotations on Canadian type brooms, both with and without varnished handles.

28. WHISKIS.—A Liverpool hardware distributing house is open to receive offers from Canadian manufacturers of corn whiskis. Full particulars including c.i.f. Liverpool prices necessary.

29. WASHBOARDS.—A North of England firm of importers are open to consider offers from Canadian manufacturers of washboards, zinc-lined or plain.

30. HARDWOOD PLANKS.—Gothenburg firm dealing in builders' supplies desire to import on own account maple, birch, and oak planks for flooring.

31. **WOODEN CHERRY STICKS.**—A London company reports a large opening for wooden cherry sticks for cocktails, and would be glad to receive samples and offers from Canadian manufacturers. The sticks are customarily packed in bundles of 50 tied up with string, 20 bundles to the box. Sample sticks are in the possession of the Department.

32. **PORTABLE PHONOGRAPHS.**—A Stockholm importer of gramophones and gramophone records wishes to establish connection with Canadian exporters of portable phonographs.

33. **GARAGE TOOLS AND EQUIPMENT.**—A Stockholm firm wish to import on their own account valve grinding tools of Canadian manufacture.

34. **LINOLEUM SQUARES.**—A New Zealand firm of importers and manufacturers' representatives desire to receive samples of patterns and prices from firms in a position to export linoleum squares, with a view to representation in New Zealand.

35. **QUILTS.**—A New Zealand firm of importers and manufacturers' representatives desire to secure the agency of a firm in a position to export quilts of artificial silk and cotton, and would like to receive samples and prices from any exporter interested.

36. **UNDERWEAR.**—A firm of manufacturers' representatives in New Zealand desire to receive samples and prices of ladies', children's, and men's underwear of all classes, chiefly cotton, or cotton and wool, with a view to exclusive representation in New Zealand.

37. **UNDERWEAR.**—A firm of manufacturers' agents in New Zealand desire to hear from Canadian manufacturers of ladies' artificial silk underwear who are not represented in New Zealand. Exclusive agency.

38. **SILK GLOVES.**—A firm in New Zealand operating as manufacturers' representatives desire to hear from Canadian manufacturers of pure silk gloves who have no established connections in New Zealand.

39. **CORSETS.**—A firm of manufacturers' representatives in New Zealand desire to secure the exclusive New Zealand agency of a Canadian manufacturer of corsets.

40. **RAYON YARN.**—Manufacturers' agent in Argentina wishes to receive quotations and samples of rayon yarn. Mail samples by letter post or sample post. Send full details to the Canadian Trade Commissioner, B. Mitre 430, Buenos Aires.

Trade Inquiries From Greece and Turkey

41. **CANNED LOBSTERS.**—Greek concern in Piræus desires an agency for canned lobsters.

42. **DRIED CODFISH.**—Piræus house is looking for an agency for dried codfish.

43. **POTATOES.**—Agent in Piræus wants an agency for potatoes.

44. **POTATOES.**—Piræus firm want to buy potatoes outright. Quotations c.i.f. that port are requested with first letter.

45. **POTATOES.**—Importer in Piræus is desirous of securing quotations c.i.f. that port on potatoes.

46. **APPLES.**—Agent in Piræus desires an agency for fresh apples.

47. **APPLES, FRESH.**—Concern in Piræus desire to purchase fresh apples. Interested parties should forward quotations c.i.f. that port with first letter.

48. **APPLES, FRESH.**—Piræus fruit importer desires quotations on fresh apples c.i.f. Piræus.

49. **FRUIT, DRIED.**—Importer in Piræus wishes to obtain quotations c.i.f. that port on dried apples, pears, peaches, and apricots.

50. **FRUIT, CONSERVED.**—Agent in Piræus would like to hear from exporter of conserved fruit such as strawberry, raspberry, plums, apricots, peaches, pears, etc.

51. **WHEAT.**—Piræus firm desire to hear from exporters of wheat.

52. **RYE WHISKY.**—Smyrna concern would act as agent for Canadian rye whisky.

53. **AUTOMOBILE ACCESSORIES AND PARTS.**—Agent in Athens would like to get in touch with exporter of accessories and parts for Canadian-made automobiles.

54. **AUTOMOBILE ACCESSORIES AND PARTS.**—Athens firm desire to buy automobile accessories and parts.

55. **WOODWORKING MACHINERY.**—Concern in Athens would like to act as agent for exporter of woodworking machinery such as wood ripping, wood surfacing, planers, shapers, jointers, band saws, saw-tables, borers, mortisers, etc.

56. **METAL-WORKING MACHINERY AND TOOLS.**—Athens firm desire to act as agent for exporter of grinding, milling and automatic gear-cutting machinery, cutters, accurate test tools, machinists tools.

57. **AGRICULTURAL MACHINERY AND IMPLEMENTS.**—Agent in Athens would like to act as representative of Canadian exporter of agricultural machinery and implements such as gang ploughs with one, two, three, and four furrows, threshers 32 inches by 36 inches and 28 inches by 46 inches, binders, reapers, mowers, hay presses, sprayers for olive trees and vines, power and hand corn shellers and incubators.

58. **WINDMILLS AND WATER-PUMPS.**—Agent in Athens desires to act as representative for exporter of windmills and water-pumps.

59. **CABINET AND PORTABLE GRAMOPHONES.**—Athens firm wish to buy cabinet and portable phonographs and gramophone records and parts.

60. BATH FIXTURES.—Importer in Athens desires quotations c.i.f. Piræus on bath fixtures.
61. BRASS AND IRON ACCESSORIES.—Furniture manufacturer would like to receive illustrated catalogues showing brass and iron accessories and ornaments for furniture with a view to buying. Quotations c.i.f. Piræus are also wanted.
62. FIRE-EXTINGUISHING APPARATUS.—Concern in Athens would like to secure an agency for hand and power-driven fire-extinguishing apparatus.
63. GASOLINE AND CRUDE OIL ENGINES.—Athens firm want to represent exporter of gasoline and crude oil engines—gasoline engines, $1\frac{1}{2}$ to 6 h.p.; oil engines from 6 to 1,000 h.p.
64. PLYWOODS AND VENEERS.—Furniture manufacturer in Athens would like to receive particulars on Canadian plywoods and veneers with a view to buying.
65. COAL.—Piræus firm desire to hear from exporters of coal.
66. SULPHATE OF COPPER AND POTASH.—British house in Smyrna desires an agency for sulphate of copper and potash.
67. METALS.—British house in Constantinople desires to correspond with Canadian exporter of lead, electrolytic zinc, and electrolytic copper.

Canadian exporters should, for follow-up purposes, send a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which it emanated.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Halifax

To LIVERPOOL.—Newfoundland, Furness Line, Jan. 25; Megantic, Jan. 6; Arabic, Jan. 13; Albertic, Jan. 27; Caledonian, Feb. 3; Doric, Feb. 10—all White Star Line; Delilian, Leyland Line, Jan. 13; Manchester Producer, Jan. 14; Manchester Exporter, Jan. 28—both Manchester Line; Lancastria, Cunard Line, Jan. 30.

To LONDON.—Bolivian, Jan. 20; Napierian, Feb. 3—both White Star Line; Aurania, Jan. 6; Concordia, Jan. 13; Alaunia, Jan. 27; Aurania, Feb. 10—all Cunard Line; Cairnglen, Jan. 10; London Corporation, Jan. 13; London Exchange, Jan. 27—all Furness Line.

To MANCHESTER.—Manchester Regiment, Jan. 9; Manchester Producer, Jan. 14; Manchester Division, Jan. 23; Manchester Exporter, Jan. 28—all Manchester Line; Delilian, Leyland Line, Jan. 13; Caledonian, White Star Line, Feb. 3.

To HULL.—Cairnglen, Furness Line, Jan. 10.

To GLASGOW.—Salacia, Jan. 5; Kastalia, Jan. 18; Cranley, Feb. 9—all Anchor-Donaldson.

To GOTHENBURG.—Gripsholm, Jan. 6 and Feb. 3; Drottningholm, Jan. 27—both Swedish-American Line.

To St. JOHN'S, Nfld.—Newfoundland, Furness Line, Jan. 25; Rosalind, Jan. 7 and 21; Silvia, Jan. 14 and 28—both Red Cross-Furness Line; Farnorth (also calls at North Sydney), Farquhar SS., Jan. 17, 31, and Feb. 14; Sollund (also calls at Newfoundland outports), Newfoundland-Canada SS., Jan. 15, 31, and Feb. 12.

To St. PIERRE-MIQUELON.—Fernfield, Jan. 7 and 21 and Feb. 4; Sambro, Jan. 9 and 27 and Feb. 14; Farnorth, Jan. 17 and Feb. 14—all Farquhar SS.; Sollund, Newfoundland-Canada SS. Ltd., Jan. 15 and 31 and Feb. 12.

To SOUTH AMERICAN PORTS.—Canadian Skirmisher, Canadian National, Jan. 20.

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Lady Hawkins, Jan. 10; Lady Drake, Jan. 24; Lady Nelson, Feb. 7—all Canadian National; a steamer, Jan. 16; Peter Maersk, Jan. 30; Agnete Maersk, Feb. 13—all Ocean Dominion (do not call at Nevis, Montserrat or Dominica).

To HAMILTON, BERMUDA; NASSAU, BAHAMAS; KINGSTON, JAMAICA; AND BELIZE, BRITISH HONDURAS.—Cavelier (does not call at Bermuda or Nassau), Jan. 11 and Feb. 8; Lady Somers, Jan. 18 and Feb. 15; Cathcart (does not call at Bermuda or Nassau), Jan. 25; Lady Rodney, Feb. 1—all Canadian National.

To PORTO RICO, ST. KITTS, ANTIGUA, GUADELOUPE, MARTINIQUE, BARBADOS, TRINIDAD AND DEMERARA.—Cornwallis, Jan. 16; Champlain, Jan. 30; Colborne (also calls at St. Vincent, Grenada and Tobago), Feb. 13—all Canadian National.

To SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Ottar (also calls at Montego Bay and other Jamaica outports), Jan. 8 and Feb. 5; Caledonia, Jan. 22—both Pickford & Black.

To AUSTRALIAN PORTS.—Canadian Cruiser, Jan. 15; Canadian Leader, Feb. 15—both Canadian National.

To NEW ZEALAND PORTS.—Canadian Explorer, Canadian National Jan. 25.

From St. John

To AVONMOUTH, CARDIFF AND SWANSEA.—Airthria, Jan. 18; Vardulia, Feb. 15—both Anchor-Donaldson.

To BELFAST AND DUBLIN.—Carrigan Head, Head Line, Jan. 13 (cargo accepted for Londonderry and Cork).

To GLASGOW.—Beaverburn, Canadian Pacific, Jan. 24; Kastalia, Jan. 17; Cranley, Feb. 8; Salacia, Feb. 15—all Anchor-Donaldson.

To HULL.—Cairnglen, Furness Line, Jan. 9.

To LIVERPOOL.—Duchess of Richmond, Jan. 10; Duchess of York, Jan. 17; Melita, Jan. 24; Montrose, Feb. 1; Minnedosa, Feb. 7; Montcalm, Feb. 14—all Canadian Pacific.

To LONDON.—Beaverford, Jan. 10 and Feb. 14; Beaverville, Jan. 17; Beaverhill, Jan. 24; Metagama, Jan. 31; Beaverbrae, Feb. 7—all Canadian Pacific; Cairnglen, Furness Line, Jan. 9.

To MANCHESTER.—Manchester Commerce, Manchester Line, Jan. 9.

To ANTWERP.—Beaverford, Jan. 10; Beaverhill, Jan. 24; Metagama, Jan. 31—all Canadian Pacific; Grey County, County Line, Jan. 18.

To HAMBURG.—Beaverville, Jan. 17; Beaverbrae, Feb. 7—both Canadian Pacific; La-belle County, Jan. 7; Hapag Steamer, Jan. 28—both County Line.

To SOUTH FRANCE AND ITALIAN PORTS.—Valfiorita, Lloyd-Mediterraneo Italian Service, Jan. 15.

To HAVRE.—Grey County, County Line, Jan. 18.

To ROTTERDAM.—Hada County, Jan. 11; Brant County, Jan. 28—both County Line.

To PORT SAID, SUEZ, PORT SUDAN, ADEN, MOMBASSA, KILINDINI, TANGA, DAR-ES-SALAAM, MADRAS, RANGOON AND CALCUTTA.—City of Agra, American and Indian Steamship Line, Jan. 23 (cargo accepted for Zanzibar and other ports as required).

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Lady Drake, Jan. 16; Lady Nelson, Jan. 30; Lady Hawkins, Feb. 13—all Canadian National; a steamer, Jan. 6; Peter Maersk, Jan. 20; Agnete Maersk, Feb. 5—all Ocean Dominion (do not call at Nevis, Montserrat or Dominica).

To ST. PIERRE-MIQUELON AND ST. JOHN'S, NFLD.—Sollund, Newfoundland-Canada SS. Ltd., Jan. 28.

From Vancouver

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONGKONG AND MANILA.—Empress of Asia, Jan. 11; Empress of Canada, Feb. 15—both Canadian Pacific.

To YOKOHAMA, KOBE, MIKE AND HONGKONG.—Tyndareus (does not call at Miike), Jan. 7; Teucer, Jan. 28—both Blue Funnel.

To YOKOHAMA, KOBE, OSAKA AND DAIREN.—Paris Maru, Osaka Shosen Kaisha, Jan. 28.

To AUCKLAND, WELLINGTON AND LYTTELTON.—Golden West, Oceanic and Oriental Navigation Co., Jan. 20.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Niagara, Jan. 8; Aorangi, Feb. 6—both Canadian-Australasian Line.

To AUCKLAND, WELLINGTON, MELBOURNE, ADELAIDE AND SYDNEY.—Hauraki, Canadian-Australasian Line, Jan. 16.

To NAPIER, LYTTELTON, DUNEDIN AND NEW PLYMOUTH.—Waihemo, Canadian-Australasian Line, Jan. 18.

To MELBOURNE.—Bonnington Court, Jan. 10; a steamer, February—both Australian-B.C. Shipping Co., Ltd.

To SYDNEY.—A steamer, Australian B.C. Shipping Co., February.

To BRISBANE, SYDNEY, MELBOURNE AND ADELAIDE.—Roxen, Jan. 8; Anten, February—both Transatlantic SS.

To NEW ZEALAND PORTS.—Brookwood, Empire Shipping Co. Ltd., Feb. 15.

To LIVERPOOL, SOUTHAMPTON, LONDON AND ROTTERDAM.—Drecht dyk, North Pacific Coast Line, Jan. 15.

To MANCHESTER.—Pacific President, Jan. 11; Pacific Enterprise, Jan. 25—both Furness Pacific Limited.

To HAVRE, DUNKIRK, ANTWERP AND BORDEAUX.—Iowa, Jan. 22; Texas, Feb. 4—both French Line.

To BARCELONA, MARSEILLES, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Fella, Jan. 10; Cellina, Feb. 7—both Navigazione Libera Triestina.

To BAHIA BLANCA, BUENOS AIRES, MONTEVIDEO, ROSARIO AND SANTA FÉ.—Villanger, Westfal-Larsen, February.

To PORT OF SPAIN, TRINIDAD, BRIDGETOWN AND BARBADOS.—Tacoma, Canadian Transport Co. Ltd., Jan. 25.

Note.—Firms who desire information concerning ocean mail services may have their names placed on the mailing list of the Post Office Weekly Bulletin by applying to the Post Office Department.

COMMERCIAL INTELLIGENCE SERVICE

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, B. Mitre 430, Buenos Aires. *Cable Address, Canadian.* Territory includes Chile and Uruguay.

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*
Commercial Agent: B. Millin, The Royal Exchange Building, Sydney, N.S.W.

Belgium

Jean J. Guay, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.* (Territory includes Roumania, Bulgaria, Hungary.)

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

British West Indies

Trinidad: R. T. Young. Address for letters—P.O. Box 125, Port of Spain. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*

Jamaica: F. W. Fraser, P.O. Box 225, Kingston. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, Bermuda, the Bahamas and British Honduras.) *Cable Address, Canadian.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—North China Daily News Building, 17 The Bund, Shanghai. *Cable Address, Canadian.*

Cuba

James Cormack. Address for letters—Apartado 1945. Office Address: Calle Obrapia 35, Havana, Cuba. (Territory includes San Domingo and Porto Rico.) *Cable Address, Canadian.*

France

Hercule Barré, 3 rue Scribe, Paris (9). *Cable Address, Cancomac.* (Territory includes French Colonies in North Africa, Egypt, Palestine, Syria.)

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Canadian.* (Territory covers Germany—except the Rhine Valley—Czechoslovakia, Austria, Poland, Esthonia, Latvia, Lithuania and Soviet Russia.)

Greece

Henri Turcot, 8 Metropole Street, Athens. (Territory includes Turkey.) *Cable Address, Canadian.*

Hongkong

Paul Sykes. Address for letters—P.O. Box 80. Office—Exchange Building, Hongkong. Territory includes South China, the Philippines, and Indo-China. *Cable Address, Canadian.*

India and Ceylon

Richard Grew, P.O. Box 2003, office, 8 Esplanade Mansions, Government Place East, Calcutta. *Cable Address, Canadian.*

Irish Free State

J. H. English, 66 Upper O'Connell street, Dublin. *Cable Address, Canadian.*

Italy

A. B. Muddiman, Via Manzoni Nr. 5—Milan (102). *Cables, Canadian.* Territory includes Spain, Portugal, Gibraltar, Canary Islands, Malta, Italian Colony in Africa, Albania, Jugoslavia, and Cyprus.)

Japan

Tokyo: J. A. Langley, Commercial Secretary. Address for letters, P.O. Box F. 101, Tokyo Central. Office, Imperial Life Assurance Building, Marunouchi, Tokyo. *Cables, Canadian.*
Kobe: Acting Trade Commissioner. Address for letters, P.O. Box 230. Office, Chamber of Commerce Bldg., Kobe. *Cables, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. (Territory includes Central American Republics.) *Cable Address, Cancomac.*

Netherlands

J. C. Macgillivray, Beursplein 26B, Rotterdam. (Territory includes the Rhine valley and Switzerland.) *Cable Address, Canadian.*

Netherlands East Indies

G. R. Heasman, Acting Trade Commissioner; P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Yorkshire House, Shortland street, Auckland. *Cable Address, Canadian.*

Norway

F. H. Palmer, Jernbanetorget 4, Oslo. (Territory includes Scandinavian countries and Finland.) *Cable Address, Canadian.*

Panama

J. A. Strong, P.O. Box No. 222, Panama City. (Territory includes Venezuela and Colombia.) *Cable Address, Canadian.*

Peru

G. R. Stevens, Calle Coca 478, Lima. (Territory includes Bolivia and Ecuador.) *Cable Address, Canadian.*

South Africa

C. S. Bissett, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

London: Harrison Watson, Canadian Building, Trafalgar Square, S.W. 1, England. *Cable Address, Sleighing, London.*

London: J. Forsyth Smith, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C. 2. *Cable Address, Canfrucum.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany and Spain.)

Liverpool: Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street, *Cable Address, Canadian.*

Bristol: Douglas S. Cole, Sun Building, Clare street. *Cable Address, Canadian.*

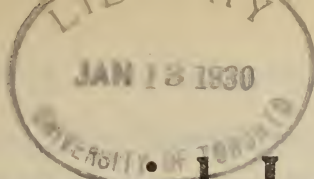
Glasgow: Gordon B. Johnson, 200 St. Vincent Street, Scotland. *Cable Address, Cantracom.*

United States

New York City: Frederic Hudd, 44 Whitehall street. *Cable Address, Cantracom.*

Chicago: R. S. O'Meara, Willoughby Tower, 8 S. Michigan Avenue. *Cable Address, Canadian.*

NOTE.—Bentley's Second Phrase Code is used by Canadian Trade Commissioners.



Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. James Malcolm, M.P.

Deputy Minister: F. C. T. O'Hara

Director, Commercial Intelligence Service: C. H. Payne

Published in English and French. Subscription Price for either edition: \$1 per annum in Canada (single copies 5 cents each); \$3.50 outside the Dominion (single copies 10 cents each). Remittances, which may be made by Post Office or Express Orders, or Drafts, or Cheques, payable at par in Ottawa, should be addressed to the King's Printer, Government Printing Bureau, Ottawa.

Vol. XLII

Ottawa, January 11, 1930

No. 1354

TABLE OF CONTENTS

	Page		Page
Tours by Trade Commissioners . . .	41	Tariff Preferences on Canadian Goods	
Mr. J. C. Macgillivray's Itinerary . .	42	VI. Cyprus; Fiji; Western Samoa;	
Mr. Heasman's Forthcoming Visit to		British Borneo; Mauritius; Gibralt-	
Canada	42	tar	66
Hydro-Electric Development in the		Economic Conditions in the Middle	
Irish Free State—I.	43	East	69
Mark of Identification for Canadian		South China Flour Situation	71
Timbers in Great Britain	53	Business Conditions in Hongkong and	
British Canning Industry	54	South China	72
Trade Conditions in the United King-		Havana Market for Dried Fish . . .	72
dom	54	Trading with Panama	76
Fox Farming in the North of England	55	Foreign Trade of Mexico in 1928—	
Market for Piano Benches in North		VII. Exports—Continued	78
of England	56	Tariff Changes, etc.—	
Bristol's Position in the Tobacco In-		French Tariff Changes	82
dustry	56	Tea Import Regulations in the Bri-	
Further Details of Canadian Imports		tish West Indies	82
into Great Britain during 1928—		Origin to be Shown on Shipments	
II. Articles Wholly or Mainly Manu-		for the Irish Free State	83
factured	59	Foreign Exchange	83
Market for Preserved Fish in Trin-		Trade Inquiries	84
idad	63	Sailings from Canadian Ports . . .	85
Potato Market in Jamaica	63	List of Acts, etc., Administered . .	87
Forest Industry of Assam	64	Commercial Intelligence Service . .	88

TOURS BY TRADE COMMISSIONERS

The following tours will shortly be undertaken by Trade Commissioners in the interests of Canadian trade:—

Mr. C. Noel Wilde, Trade Commissioner in Mexico City, will visit the republics of Central America during February and March. He will call on importers in Guatemala, El Salvador, Spanish Honduras, Costa Rica, and possibly also in the Crown Colony of British Honduras.

Mr. J. A. Strong, Trade Commissioner in Panama City, will in the middle of February begin a tour of Colombia and Venezuela.

Mr. F. W. Fraser, Trade Commissioner in Jamaica, will visit Nassau, Bahamas, in the middle of February.

Firms interested in any of these markets, and who desire investigations to be undertaken in their behalf, are requested to communicate direct with the Trade Commissioners.

Mr. J. C. Macgillivray's Itinerary

Mr. J. C. Macgillivray, Canadian Trade Commissioner in Rotterdam, will visit the following cities as under:—

St. Catharines	Jan. 16	Edmonton	Jan. 29
Niagara Falls.	Jan. 17	Vancouver.	Jan. 31 to Feb. 15
Winnipeg	Jan. 24 and 25	Victoria.	Feb. 17-18
Saskatoon	Jan. 27		

Canadian firms who desire to interview Mr. Macgillivray are requested, in the case of Vancouver, to communicate with Mr. Hugh Dalton, Secretary, Canadian Manufacturers' Association, and in that of the other cities included in the itinerary, with the Secretary of the Board of Trade or Chamber of Commerce.

MR. HEASMAN'S FORTHCOMING VISIT TO CANADA

Mr. G. R. Heasman, Canadian Trade Commissioner in Batavia, Java, will be visiting Canada early this year to help promote export trade with his territory which includes British Malaya and Siam.

Exporters are reminded that the island of Java alone has four times the population of Canada in an area equal to that of Nova Scotia and New Brunswick. The total trade of the Dutch East Indies in 1928 exceeded that of New Zealand and equalled that of Spain. Imports have shown a steady increase for the last six years: the visible balance of trade for 1928 amounted to approximately \$225,000,000.

In Malaya, with the exception of Singapore, such cities as Penang, Kuala Lumpur and Ipoh, are little known to Canadian manufacturers as is that of Bangkok, Siam. They are all cities capable of taking a variety, though possibly in small quantity, of Canadian products.

Canadian shippers now have a direct service to the Middle East from New York and from Vancouver. This eliminates transshipment charges and makes the price of a Canadian product more competitive with world supplies.

Java is well cultivated and has flourishing cities modern in every way. The Dutch East Indies are in daily wireless communication with Europe. Aeroplanes maintain a service twice daily between the main cities in the island, and there is a fortnightly aeroplane service to Holland. General Motors Ltd. have appreciated the importance of Java as a distributing centre by building a large assembly plant at Batavia. Cars are distributed from here throughout the islands and to Malaya and Siam.

Manufacturers shipping to the Middle East should meet the Trade Commissioner to discuss increased sales possibilities, while those not yet exporting but believing their products capable of meeting world competition are also urged to get in touch with Mr. Heasman.

The following commodities were exported to the Middle East from Canada during 1929:—

Fresh fruit, confectionery, chocolates, flour, milk products, salmon, sardines, hams, asbestos, graphite, cement boards, canvas or navy cloth, bathing suits, hosiery, iron and hardware, writing paper, fountain pens, musical instruments, gramophone records, patent leather, toys, storage batteries, automobile accessories, automobile outer covers, automobile inner tubes, solid tires, transmission belting (other than leather), and portable steam engines.

HYDRO-ELECTRIC DEVELOPMENT IN THE IRISH FREE STATE

JOHN H. ENGLISH, CANADIAN TRADE COMMISSIONER

[Subjoined is the first of two reports on Hydro-Electric Development in the Irish Free State. The first is of a general nature, and the second, which will be published in our next issue, deals with the Market for Electrical Equipment.]

INTRODUCTION

Dublin, December 15, 1929.—After four years of construction work, the electrification of the Shannon River became an accomplished fact when on October 20, 1929, the electric energy produced at the Ardnacrusha works was formally turned into the transmission lines throughout the southern part of the Irish Free State.

The accomplishment of this scheme is one which it is believed will have far-reaching effects upon the country as a whole and in particular upon its industrialization, both commercially and agriculturally. Until the inauguration of this scheme, the Irish Free State was generally considered the least developed of all European countries in the production and use of electrical energy.

TOPOGRAPHY AND AREA

The Irish Free State covers 26,935 square miles and is thus comparable in area to New Brunswick. It is roughly one-fifteenth the size of Ontario, while the area of the Dominion of Canada is 113 times that of Saorstat Eireann. Topographically it may be spoken of as comprising a large central plain practically surrounded by a coastline ridge of mountains, none of which rises to more than 3,500 feet above the sea level. The absence of high mountains and the saucer-like surface have not been conducive to either large or fast rivers, with the result that the water resources available for hydro-electric purposes are practically non-existent. No place in the country is more than 60 miles from the seaboard.

POPULATION AND CHIEF CITIES

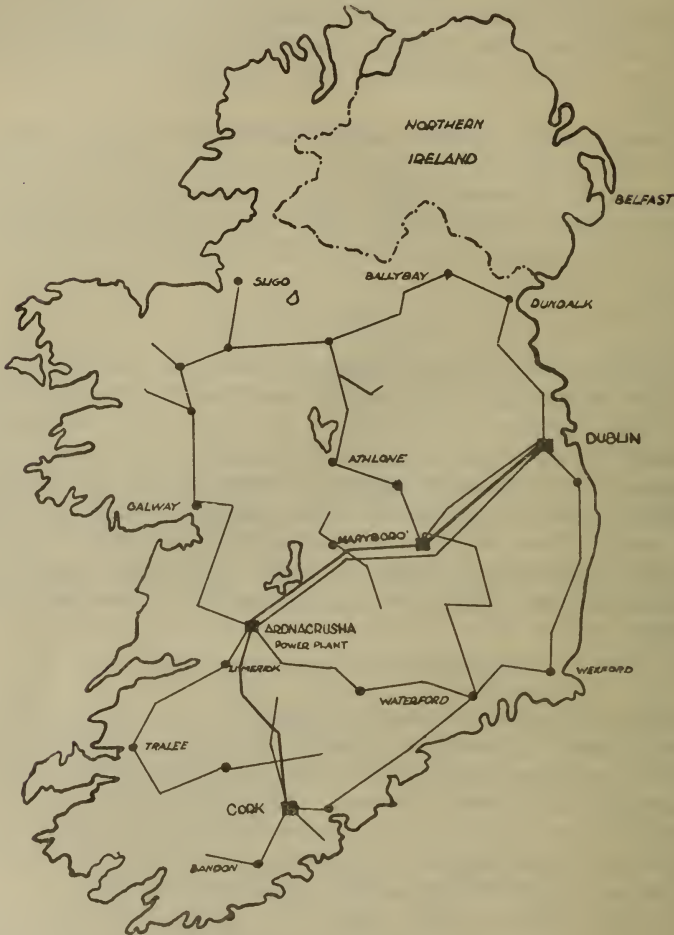
For a great many years a steady emigration has taken place from Ireland, resulting in a rapid depopulation chiefly of the rural districts. In 1841 the census of the population showed that there were 6,547,652 persons in the territory now occupied by Saorstat Eireann. In 1926 the population was 2,972,802. During 1928, however, there was a marked decrease in emigration, the total number registered as leaving the country to take up residence elsewhere being 24,691 as compared with 27,148 in 1927 and 30,041 in 1926.

As compared with Canada, where the number per square mile in 1921 numbered 2.41, in the Irish Free State in 1926 there were 112 persons to the square mile, while in some sections of the country known as the congested districts the number was greatly in excess of this.

There are few large cities in the Irish Free State: the relative proportion of rural to urban settlers is over 50 per cent. In 1926 the country population numbered 1,877,614, and the town population 1,095,188. Town population in this case, however, includes all persons living in the area occupied by any cluster of houses of 200 inhabitants or over.

The following table shows the chief cities and towns of the Irish Free State according to the 1926 census figures as compared with those for 1911:—

	1926	1911
Dublin City (greater)	419,156	397,957
Cork	78,468	76,673
Limerick	39,690	38,518
Waterford	26,646	27,464
Galway	14,223	13,255
Dundalk	14,007	13,128
Drogheda	12,688	12,501
Wexford	11,870	11,531
Sligo	11,439	11,163



CHIEF SHANNON TRANSMISSION LINES
IRISH FREE STATE.

CLIMATE

Being directly exposed to prevailing westerly winds from the Atlantic, Ireland has a somewhat more moist and at the same time more moderate climate than the rest of the British Isles. The temperature seldom falls below freezing point except in some of the higher parts and infrequently rises above 85 or 90 degrees in the hottest summer weather.

The average rainfall varies according to more or less well-defined districts, the higher mountain parts of the southwest in the region of Killarney being the most humid and having an average annual precipitation of about 70 inches. The Dublin area, on the other hand, being protected to some extent by the western mountain ranges, receives least rainfall of any part, the average being in the neighbourhood of 28 inches.

NATIONAL WEALTH AND PURCHASING POWER

No figures are available or have been issued officially showing with any definite degree of accuracy the national wealth of the Irish Free State, although various estimates made place the figure at about \$2,500,000,000.

As regards purchasing power, a similar situation exists, although in this case it can be stated that, at least in so far as the great proportion of the people are concerned, the figure is comparatively low. In this respect, however, a peculiar situation exists inasmuch as though its purchasing power is low, a high standard of quality is generally demanded. Generally speaking, the country for this purpose can be divided into two very distinct classes—a minority well-to-do and a majority which have barely sufficient income upon which to live. This fact plays an important part in merchandising in this country, and militates to some extent against the introduction of new and unknown lines.

RESOURCES

The Irish Free State is lacking in any large variety or quantity of valuable natural resources. Its asset is its wide fertile plains which are admirably suited to farming and grazing. While copper and a few other minerals are discovered on the island, they have not been mined to any appreciable extent in recent years. Coal exists only in small quantities and is not mined extensively, although peat exists in large quantities and is dug in practically all parts of the State. The absence of high mountains, the resulting absence of fast and large rivers, has made the development of hydro-electric power difficult. The chief drainage systems—the Shannon, the Liffey, and the Erne—have all at one time or another been subject to various studies and investigations with a view to determining their suitability to produce electric power, but until recently the problems confronting the engineers appeared to be too great to permit their successful and efficient utilization.

PRODUCTION IN THE FREE STATE

The first census of production of the Irish Free State has been compiled recently, showing the state of the thirty-five leading industries on a basis of 1926 trading. Of necessity, a large number of industrial establishments have been omitted from the Government summary for various reasons, but the figures made available are valuable as showing the approximate extent of industry as a whole in the country.

In 1926 the net output—or, in other words, the value added to materials in the course of manufacture—totalled £24,189,572 for all industries, while the number of employees was 107,300, 93,223 being wage earners and 14,077 administrative and clerical officers.

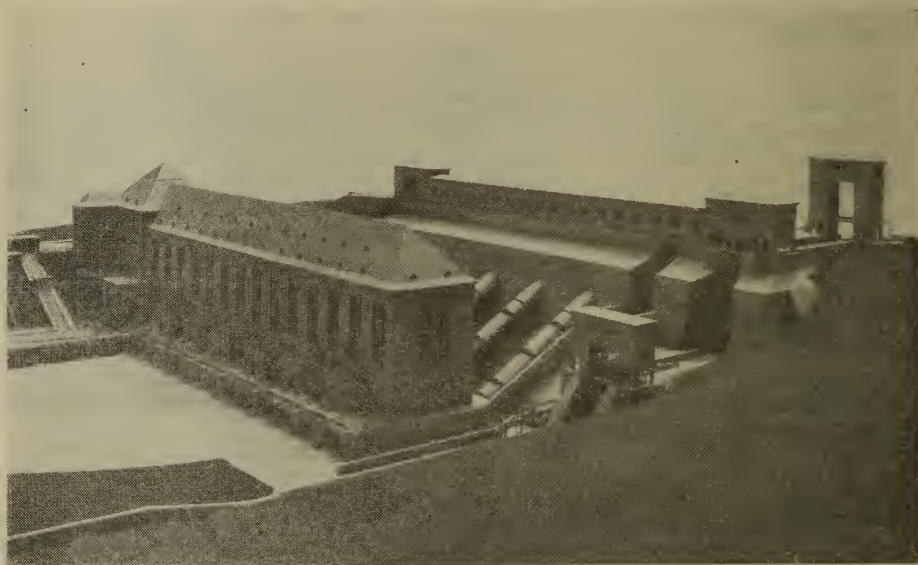
Although no details are given in the final report showing the extent to which electricity is used in one form or another in industry, it is estimated that, exclusive of the comparatively few larger concerns, most establishments rely on steam or water-wheels for power purposes, the use of electricity not being general owing largely to its cost in most districts. The larger manufacturers, however, use electric current for power, but in most instances it is produced as a by-product of the firm's steam generating plant.

The ten leading industries in the country as indicated by the 1926 census are as follows, according to gross value of their output:—

	Gross Output
Butter, cheese and margarine	£7,366,000
Brewing	7,300,000
Grain, milling	7,243,000
Tobacco	5,033,000
Bacon, curing	5,457,000
Bread, flour, confectionery, biscuits	4,900,000
Building and contracting	3,021,000
Aerated waters and bottling	2,210,000
Railways and tramways	2,008,000
Printing, publishing and engraving	1,787,000

ELECTRICITY IN THE FREE STATE

Prior to the coming into partial operation of the Shannon Scheme, the total annual development of electrical energy in the Irish Free State was in the neighbourhood of 68,000,000 kilowatt hours, as compared with a total production of electricity last year in Canada of some 16,000,000,000 kw.h. On the basis of a population of 3,000,000, the per capita consumption in Saorstát Éireann in 1928 was roughly 18 units, and over one-half of this demand was from the city of Dublin alone.



Ardnaerusha Power Station

Of the city's consumption, the tramways used about 15,000,000 kw.h. per annum, while other consumers were responsible for some 20,000,000 kw.h. In the provinces it is estimated that the annual consumption of electricity did not exceed 25,000,000 kw.h., and that in all there were not more than 50,000 consumers in the entire Free State.

According to a statement made by the Minister of Industry and Commerce, in the year 1927 there were twenty statutory electricity undertakings in the Free State and some nine non-statutory. Of the former, five were privately owned companies, while fifteen represented municipally owned undertakings and respectively they dealt with populations of 109,000 and 502,000.

The largest and best-equipped plant in the Irish Free State was located in Dublin and was owned and operated by the City Corporation. It was the

largest alternating current system in the country and was erected at a cost approximating £1,600,000. This plant has now been taken over by the Electricity Supply Board on a cost basis and will in future be used solely as a supplementary station.

In the smaller cities and towns of the State no large electrical undertaking existed, the average plant supplying direct current within a short radius. Many places were entirely without an electric supply, while other communities were supplied from the surplus power generated by a local mill or factory; and often at excessively high rates.

The Shannon Electrification Scheme

BIRTH OF THE SCHEME

One of the early acts of the new Government of Saorstát Éireann after assuming office in 1922 was the launching of the country on its great national co-operative enterprise. Realizing, as no doubt they did, that the absence of electrical energy, coupled with the lack of any large coal fields within the State, tended to retard industrial growth, in 1924 the Government passed the Shannon Electrification Bill through the Dáil Éireann.

The harnessing of Ireland's waterways for the development of electrical power has been considered at many times in the past and many prominent electrical engineers have given their opinions as to the feasibility of utilizing the Shannon, the Erne, and the Liffey rivers for hydro-electric purposes. The evolving of the first comprehensive scheme, however, was left to a young Irish engineer, Dr. T. A. McLaughlin, at the time in the employment of Messrs. Siemens-Schuckertwerke, a German firm of Berlin. After extensive researches, in 1922 the scheme was laid before the Government, and as the result of negotiations in August, 1925, a contract was signed between the Free State Government and the German firm for the development of the first stage of the national scheme.

THE PLAN

The scheme as drawn up contemplates the development of electricity in three stages:—

(1) *Partial Development Stage.*—Three turbines are to be installed with an average capacity of 90,000 h.p. or 74,600 kw.

(2) *Second Stage.*—Three additional turbines are to be installed which will give a total average output of about 180,000 h.p. or 149,200 kw.

(3) *Third Stage.*—Contemplates the full development of the storage capacity of the lake reservoirs. No further turbines to be added.

The cost of the initial development was originally estimated at £5,200,000, and the final development at about £7,870,000 (\$39,000,000). In July, 1929, the votes for the initial stage of the Shannon Scheme were increased to £5,991,000, so that it appears probable that considerably more than the original estimate will be expended before the final stage of development is completed in some years to come.

The contract for the construction of the initial stage of the scheme was given to Messrs. Siemens-Schuckertwerke of Berlin, and construction work started on the plant and river near Limerick in the autumn of 1925, and in October, 1929, the electricity generated at the Ardnacrusha power-house was for the first time turned into the transmission lines south of Dublin and Galway.

During the four years of construction work, in addition to the building of a power plant at Ardnacrusha, including among other things the excavating of a seven-mile headrace, the work of erecting a network of transmission lines to every part of the country proceeded. Up to the middle of August, 1929, some 5,600 poles had been erected fitted with 50,000 insulators, while before the preliminary stage is completed some 1,500 additional poles and 13,000

insulators will have to be used. Every town, village, and hamlet having a population of 500 or more is to receive electricity at once, while in the ultimate stage it is hoped that many individual and isolated farms will be linked up with the scheme as well.



Generator Room in Shannon Power House

CHARGES FOR ELECTRICITY

According to schedules prepared by the Electricity Supply Board, upon which falls the duty of fixing rates, the charges for lighting and power are to vary considerably in various sections of the country. Previous to the Shannon

Scheme, electricity rates varied from 6d. per kw.h. in Dublin to well over 1s. per unit in some of the rural districts; and the present plan is to deliver electricity to the consumer at a price not greater than was paid formerly. As it is the avowed intention of the authorities to make the project self-supporting by the year 1932 at the latest (at which time a minimum of 110,000,000 kw.h. must be consumed annually), the board are endeavouring by all possible means to encourage the increased use of current.

The multi-part tariff or system of charges has been adopted by the Electricity Supply Board. This is a form of rate which permits the selling price of the electricity to be definitely related to the cost of production price, and which further encourages the use of current particularly for domestic purposes.

The charges for electricity vary considerably in different parts of the country according to prevailing circumstances. For the district surrounding Dublin, however, the rates are more or less typical and will give an idea of the basis upon which charges are levied.

Electricity used for lighting and domestic purposes in private dwelling houses is to be charged for at a fixed amount, depending on the poor law valuation of the house, plus one penny per unit of electricity consumed.

The fixed amount to be charged varies with the valuation on the following basis:—

Poor Law Valuation of Dwelling		Weekly Flat Rate above which One Penny per kw. h. is paid
Less than £5 10s.		0 6
£ 5 10s. and under £ 8		0 9
8 0	11	1 0
11 0	18	1 3
18 0	23	1 6
23 0	28	1 9
28 0	33	2 0
33 0	39	2 3

When the poor law valuation is over £39 but not over £70, the fixed amount is at the rate of 15 per cent per annum of the valuation. Where the valuation is over £70, the fixed amount is at the rate of 15 per cent per annum on the £70, plus 5 per cent on the amount exceeding £70.

For business premises, shops, offices, institutions, churches, hotels, and all buildings other than private dwellings, electricity used for lighting is charged at 6d. per kw.h., and for electricity used for domestic purposes other than lighting but not for industrial motive power, 1d. per unit.

Factories which agree to take a supply from the board for power purposes are to be supplied with electricity for lighting purposes at 6d. per unit. If a supply of power is not taken, electricity for lighting is to be charged for at a fixed amount proportional to the factory floor space, plus a charge per unit consumed.

In private dwelling houses and business premises the charge is based upon a valuation scale, and where only one meter is required no meter rental is to be payable. In other premises where current is to be used at the domestic power rate of 1d. per unit, a rental of 6s. per annum is to be charged for the power meter while no charge will be made for the lighting meter. Connections to overhead supply mains are made free of charge to consumers up to a distance of 50 yards from the overhead main.

VOLTAGES

Prior to the Shannon Scheme, electric current was supplied to users at voltages both A.C. and D.C., varying greatly in different parts of the country according to the particular plant which was generating the supply. Under the

new system, however, the type of current has been unified in all parts of the country which come under the Shannon Scheme.

The completed primary stage of the Shannon development makes available at the maximum flow 153,000,000 kw.h. of current for distribution throughout the country. This is produced at 50 cycles alternating current and is distributed to consumers for ordinary domestic purposes at 220 volts single phase.

For power purposes the voltages differ in Dublin and the provinces. Dublin power is to be supplied at 346 volts three phase, while the county or provincial districts are to have current for power purposes at 380 volts three phase 50 cycles.

ELECTRICITY SUPPLY BOARD

Under the Electricity Supply Act of 1927, a board was set up to acquire control of the production, distribution, and sale of electricity in the Free State. The board consists of seven members appointed by the Executive Council of the Government and vested with fairly wide powers. The members of the board are paid employees of the Government, and with a practical monopoly of the country's electricity supply they have authority to acquire through purchase any electricity undertaking (other than purely private) in existence in the Free State. As a result they have already taken over a large number of existing power stations, including that of the Dublin Corporation.

In addition to controlling the total output of the Shannon plant at Ardacrusha and its transmission to all parts of the country, they have undertaken the supply of current in bulk and at retail to domestic consumers. On it also lies the responsibility of making the whole system a paying or self-supporting undertaking by the year 1932. The latter is a difficult task, as to increase the consumption of electricity from the 68,000,000 kw.h. used in 1928 to the minimum paying load of 110,000,000 units will require the whole-hearted support of the scheme by more than double the number of householders than now use electricity. To this end the board have undertaken the retail sale of all types of household appliances and have established up-to-date showrooms and retail shops in about twelve of the most important communities in the Free State. In conjunction with these, a tremendous amount of advertising is being done and publicity work of various kinds holds an important position in the work of the board.

Since its inception in 1927, the Electricity Supply Board have been working out their plans for the subdistribution of current from the main transformer stations in all parts of the country. The wiring of houses, which has also been assisted by the board, is being carried out at a rapid pace. To assist in the work, the board through their engineering department have actually undertaken this work and thousands of premises have already been wired under the hire-purchase or deferred payment system established by the board. To enable the people of limited means to become consumers of electricity, the hire-purchase scheme has also been made to apply to all kinds of electric appliances and only 5 per cent is charged on money outstanding. In the wiring of houses the short-term credit scheme makes it possible for a consumer to have the complete work done by the initial payment of only a quarter of the total cost estimated, the balance being payable in six, twelve, eighteen, or twenty-four monthly instalments, depending on the cost of the installation.

SHOWROOMS

Under authority conferred by the Act, the Electricity Supply Board have made plans to open a chain of showrooms throughout the country, and to date some twelve or fourteen are actually in operation.

The showrooms established, in addition to carrying on actual propaganda work in the way of displays and demonstrations, show complete lines of all types of electrical household appliances and lighting fixtures. A sales manager has been placed in charge of all the shops, and under the direction of the board he has spent some time in studying modern merchandising methods in the United States.

Up to the present the policy of the board has not been to buy large quantities of any particular article, but rather to stock a very limited number of a large variety of lines. This is particularly true of the more expensive goods such as washers, ranges, etc., which are understood in many cases to be placed on a trial-and-consignment basis. In the case of the smaller articles such as electric irons, however, contracts have been placed to the lowest bidder, taking largely into consideration, of course, the quality of the article.

The board sells in direct competition with other existing dealers, and in addition has undertaken the wiring of houses and buildings in competition with electrical contracting firms. Owing to the fact that it is in a position to buy in large quantities, and to the fact that a very liberal deferred payment plan has been established, the wiring of houses can be done on a basis of nothing down and a small weekly charge, according to the number of lights and plugs installed. Electrical fixtures and appliances can be supplied on a similar basis at particularly reasonable prices.

POTENTIAL DEMAND FOR ELECTRIC POWER

Industries.—It is doubtful whether the Irish Free State will ever become a highly industrialized country. At the present time there are a few large commercial undertakings such as Messrs. W. & R. Jacob & Company, biscuit manufacturers; A. Guinness, Son, & Company, brewers; and Henry Ford & Son. Industry—at least in the immediate future—cannot be counted on as a large factor in the increased consumption of electric power. Those industries already established, including the electric tramways, will undoubtedly avail themselves of the Shannon power if they can obtain it at economical rates, but for the large increase in consumption which is necessary to make the scheme a paying one it is necessary to look elsewhere.

Farming and dairying are expected in time to become large users of electricity, but at least for some time to come domestic electrification appears to offer the greatest scope in this respect.

Railways.—There are two chief railway systems operating in the Free State—the Great Southern Railways, whose lines are confined to Saorstát Éireann, and the Great Northern of Ireland, which also operates into Northern Ireland. There has been some talk in recent years of electrifying all or part of these lines, but owing to the great expense which would be involved, and to the increasing motor bus competition, it is doubtful whether such a change will take place for a good many years.

Of the two tramway systems in the State, one of which is in Cork and the other in Dublin, the former is to be supplied by the Shannon scheme, but it appears to be questionable whether such will be the case with the Dublin system. Both systems are privately owned companies, and both produce their own electric power. The Dublin company has roughly 180 miles of trackage and consumes in the neighbourhood of 15,000,000 kw.h. per year. This would be an important and valuable account for the Electricity Supply Board, but there is some question whether the company will use Shannon power unless it can be supplied to them at considerably cheaper rates than it is now costing to produce themselves.

Telegraphs and Telephones.—Both the telegraph and telephone systems in the Free State are Government owned and operated. In the matter of telegraph service the country is well served, there being nearly 7,000 miles of lines throughout the country. As regards telephones, however, the situation is not as favourable; the use of the telephone by householders is very much restricted, although recently published figures show that an improvement has taken place during recent years. The growth of the telephone service throughout the Saorstát is shown by the following figures: In 1922, 104 exchanges were in operation with 19,100 telephone stations and 552 call offices. Local calls totalled in round numbers 10,000,000 and trunk calls 77,700 for the year. In 1928 there were 678 exchanges and 1,165 call offices. The number of local calls grew to 19,265,000 and of trunk calls to 177,450.

In Dublin the installation of automatic telephones has been in progress for some time, so that by the end of 1929 it is expected that there will be some 6,175 automatic phones installed with 5,575 extensions. In the whole of the Free State it is stated that there is at present an average of one telephone for every 116 persons as compared with one for every nine persons in Canada in 1925.

Gas Companies.—The Irish Free State—particularly the larger communities—is well served as regards gas, and so powerfully entrenched are the gas manufacturing companies that despite the appeal of electricity the sale of gas appliances of all kinds is showing a good increase. The hire-purchase plans, the extensive advertising and the reasonable prices charged, are all responsible for the present situation. In a recent statement the Dublin Gas Company is reported to have some 60,000 gas ranges out with consumers, and of these some 50,000 are on a rental basis—a substantial increase over a year ago. The consumption of gas has shown a corresponding increase, with the result that the company have recently announced a reduction in price to consumers.

Dairying, etc.—One of the most important outlets for electric power which was given consideration at the time of the passing of the Electricity Supply Bill was the dairying industry, the hope being expressed that by means of cheap power it would receive considerable impetus. It is likely, however, that a number of years will pass before dairying companies change over their plants to the use of electric power from the Shannon. By judicious advertising and propaganda work no doubt a change will come in time, and then the dairies of the country, of which there are over 500, can be counted upon to use a fairly large and constant supply of power.

IMPORTS OF APPLIANCES

Owing to the recent expansion of the trade, no extensive statistics have been compiled showing in detail the various types of electrical equipment imported into the Irish Free State.

For the past few years, however, figures are available indicating the chief classes imported and specifying heavy machinery, wire and cable, etc. The following table covering the years 1927 and 1928 shows the principal imports and chief countries of origin. In this connection it should be borne in mind that a certain proportion of the consignments shown as coming from the United Kingdom are in reality re-exports of foreign or Empire goods. No figures are available to show the first countries of origin for goods imported via the United Kingdom.

IMPORTS OF ELECTRICAL GOODS INTO THE IRISH FREE STATE, 1927 AND 1928

	1927	United Kingdom	1928	United Kingdom
Electrical machinery—				
Generators	£ 21,830	£12,326	£ 17,793	£10,269
Motors	17,625	13,597	29,979	20,898
Other descriptions	76,084	59,974	135,182	51,885
Electrical apparatus—				
Electric wire and cable (insulated)	109,989	46,783	224,745	77,915
Telegraph and telephone instruments	36,182	28,406	10,299	8,584
Wireless sets and parts	74,613	71,950	84,431	81,522
Electric lamps and parts (except for motor cars)	47,187	37,839	83,139	36,232
Batteries, accumulators (not for motor cars)	34,248	30,922	30,710	26,877
Electric goods and apparatus not specified	83,679	59,618	119,675	64,090
	<u>£501,437</u>		<u>£735,953</u>	

Countries Specified

	1927	1928
Germany—		
Electrical ware	£25,829	£ 44,516
Electrical machinery	15,660	84,547
Electrical wire and cable	61,205	139,705
Electrical lamps, etc.	4,958	43,054
Other electric goods	22,396	53,974
United States—		
Telephone and telegraph instruments	6,960	189

MARK OF IDENTIFICATION FOR CANADIAN TIMBERS IN GREAT BRITAIN

HARRISON WATSON, CANADIAN TRADE COMMISSIONER

London, December 17, 1929.—The announcement made by the Manager of the Associated Timber Exporters of British Columbia, Limited, that all the principal sawmills and exporters of British Columbia have agreed to mark with the word "Canada" all Canadian-grown Douglas fir and other timber exported to the United Kingdom has been communicated by the London Trade Commissioner to the press and trade of the United Kingdom, and has given satisfaction to supporters of the policy of purchasing within the Empire.

It is a matter of common knowledge that British Government departments and other bodies have for some time been giving preference in their purchasing to Empire-grown woods. This action has benefited Canada, more especially in the case of Douglas fir and maple. Unfortunately, in the absence of means of identification, several cases have occurred where it has been definitely proved after investigation that orders given by Government departments which stipulated for woods grown in Canada have been filled by similar timbers which originated in the United States. The cause is apparently that United States shippers give better service and delivery.

Public bodies who are favourable to preferential buying within the Empire have as a result been agitating for some time past that Canadian sawmills and shippers must provide some national mark or other means of identifying Canadian-grown timber. Otherwise it will be imperative to abandon the concession.

Notification of this unsatisfactory condition was made some time ago by the London Trade Commissioner to both Eastern and Western lumber associations. Unfortunately, it has been difficult for them to adopt any national policy or joint action owing to the present lack of agreement between Eastern and Western lumber interests. In consequence several bodies in the United

Kingdom have already abandoned the policy which, while valuable to Canada, has been working to their own disadvantage.

It is, however, anticipated that the decision now arrived at by the British Columbia trade has been reached in time to save the situation. Upon this basis it is to be greatly hoped that Eastern Canada will adopt similar means of identification without loss of time. Otherwise the preferential consideration which maple, birch, and other Canadian timbers have been enjoying in this country will be irredeemably lost.

BRITISH CANNING INDUSTRY

HARRISON WATSON, CANADIAN TRADE COMMISSIONER

London, December 17, 1929.—Reference has been made in previous reports to the establishment in the United Kingdom itself of a food-canning industry upon the lines already existing in the United States, Canada, and certain other countries. The interests of the movement are watched over by the National Food Canning Council, an association of food-growing and tinplate manufacturing interests.

According to announcements made from time to time, the development has been making very satisfactory progress. Indeed definite confirmation of this position is furnished by the flotation of the British Canning Company, Limited, whose purpose is to manufacture in the United Kingdom, and in agreement with the American Can Company, containers required for canned fruits, vegetables, meats, and fish.

It has already been reported that a noteworthy result of the propaganda work which has been carried on in this country by the Exhibition and Publicity branches of the Department of Trade and Commerce for the past year has been the number of inquiries received for sources of supply of Canadian canned fruits, vegetables, and other commodities. Unfortunately, packers in Canada have not taken full advantage of these openings so far.

The development now referred to, while creating additional competition, is of direct interest and potential value to Canadian packers, in so far that it betokens the increased demand existing in Great Britain for canned food, and the weakening of the prejudice against tinned products which so long prevailed in many sections of the community.

TRADE CONDITIONS IN THE UNITED KINGDOM

Mr. Harrison Watson, Canadian Trade Commissioner in London, writes under date December 17 that the general trade of the United Kingdom continues to move in a featureless, but more or less satisfactory, manner. While recent financial developments and breaks have been restrictive as to immediate activity, the successive lowerings of the bank rate, which fell to 5 per cent last week, have created a very favourable impression as an augur of future improvement.

Conditions still vary in the different branches of trade, and there is still a great deal of unemployment. This latter feature is, however, to some degree seasonal, and, according to such records as are available, the trade of the United Kingdom, both home and foreign, if not showing any marked increase, seems to be more than holding the slight improvement which has continued since the beginning of the present year.

FOX FARMING IN THE NORTH OF ENGLAND

HARRY A. SCOTT, CANADIAN TRADE COMMISSIONER

Liverpool, December 14, 1929.—While the breeding of silver foxes in Great Britain has developed steadily during the last few years, the majority of farms devoted to this industry have so far located either in Scotland or the south and southwest of England. There are probably over fifty ranches in England and Scotland. Quite a substantial number of these farms specialize in the breeding of foxes, and the balance carry on the rearing of these animals more as a side line to other agricultural activities. Few fox farms have so far been established in the North of England; recently one or two farms in Yorkshire, North Wales and in the vicinity of Shrewsbury have been established.

The Silver Fox Breeders' Association of Great Britain has been steadily expanding its activities since it was established in 1925. In addition to protecting the interests of its own members, it has been directing public attention to the industry through the medium of annual exhibitions. The first two were held in London, the third in Edinburgh, and in November the fourth annual event was held at Oxford. The next exhibition is to be held at Glasgow.

When fox farming was first commenced in this country after the war, the source of supply for breeding stock was Canada. In more recent years, resulting from the rapid development of this industry, British ranches have begun to compete against imported stock, and the fox breeders association has been encouraging in various ways, including the awarding of prizes at annual exhibitions, the highest standards, in order to raise pure-bred stock. According to a trade periodical devoted to the fox farming industry of this country, there are several farms maintaining anywhere from twenty-five to fifty breeding pairs. As the industry has now developed beyond the experimental stage, it is safe to assume that the climate of the British Isles is quite satisfactory for the rearing of these animals, and it is reported that the demand for breeding stock is continually increasing.

Information on prices obtainable for breeding stock is conflicting. One authority recently stated that at present pairs can be expected to bring anywhere from £120 (\$584) to £300 (\$1,460), depending on the quality of the stock, and that the average price of a good silver fox pelt is from £30 (\$146) to £240 (\$194). The approximate value of each cub is placed by the same authority at around £50 (\$243). The system of buying breeding stock and boarding the pairs at fox farms is also being encouraged by the Silver Fox Breeders' Association on much the same basis as the method employed by farmers in Canada to dispose of their stock. This system provides opportunity for investment by those who do not wish to start their own farms, and it also tends to develop interest in the industry.

English breeders seem to have concentrated their efforts almost entirely on silver foxes. Lately one or two authorities in this country have been referring in trade papers to the opportunities for breeding blue foxes, and it is understood that a farm has been recently established in the South of England for the rearing of this breed from an initial shipment received from British Columbia.

According to the North of England resident representative of one Canadian fox farm, the development of fox farming in Norway has now reached the stage where farmers in that country are turning serious attention to the British market as an outlet for surplus stock, which can probably be offered at low prices, and he reports that there is likely to be increasing competition from Norway, in addition to farms in Great Britain already established from original Canadian stock. It is also understood that United States farmers are looking toward this market. On the other hand, the reputation of the Canadian silver

fox in this country is of the highest order and with the growing interest that is being taken in fur farming in Great Britain there should be a good opportunity for some time yet for Canadian breeders to enjoy a share of the demand for initial high-class stock by closely watching developments in the industry here. A number of the more important farms in Great Britain advertise in trade papers devoted to fur farming, and several of these advertisements carry reference to the original sources in Canada of their present stock.

MARKET FOR PIANO BENCHES IN NORTH OF ENGLAND

GERALD A. NEWMAN, ASSISTANT TRADE COMMISSIONER

Liverpool, December 13, 1929.—On recently investigating the market for piano benches at the request of a Canadian manufacturer, it was found that the type of piano bench familiar to Canadian manufacturers and public is unknown in England. The Canadian type is the wooden bench about 1 foot 9 inches in height with hinge seat and music box beneath. It differs from those sold in England in that the seat of the Canadian model is of polished wood, while the English is upholstered. Moreover, the popular English style is only long enough to seat one person. The type that closely corresponds to the typical Canadian model is called a "Duet" and has not such a large sale as the single.

One English offering is made of birchwood 1 foot 8 or 9 inches in height finished in mahogany or walnut colour, and silk brocade upholstery. The retail prices for this type range from £2 10s. to £5 3s. (\$12.16 to \$25.06) for the single seat and from £4 17s. (\$23.59) to £9 7s. 6d. (\$45.62) for the duet size.

The retail price for solid mahogany seats, duet size, is from £8 9s. (\$41.12) upwards, while single seats sell from £5 18s. 6d. (\$28.83) upwards.

While prospects are not encouraging for Canadian manufacturers, entry might be obtained into this market either by making seats of English design or by persuading retail piano dealers to display Canadian models that must be offered at definitely competitive prices in comparison with the English type now being sold. On the whole it is a price market, and it is possible that a low-price Canadian article would receive a share of the sales now going to English makers.

BRISTOL'S POSITION IN THE TOBACCO INDUSTRY*

DOUGLAS S. COLE, CANADIAN TRADE COMMISSIONER

Bristol, December 1, 1929.—The centre of the tobacco industry in the British Empire is located in Bristol; in fact its name is synonymous with tobacco. The city has played an important part throughout the history of the industry, and it is the headquarters of the huge combine known as the Imperial Tobacco Company of Great Britain and Ireland Limited.

HISTORICAL BACKGROUND

The growing of tobacco might have been an important industry in the West of England had not the early merchants of Bristol been at odds with the cultivators in Gloucestershire. As far back as the early years in the seventeenth century, the Government tried to suppress the cultivation of tobacco in Gloucestershire, but it flourished in defiance of the laws. In a recent number of the

* Acknowledgment is made to the *Manchester Guardian Commercial* and to Mr. T. G. Major, Tobacco Division, Canadian Department of Agriculture, for material used in this report.

Manchester Guardian Commercial it is noted that in 1631 orders were issued for the cutting down of plantations in Gloucestershire, and these instructions were renewed in 1634 and 1638. Struggles continued until in 1667 soldiers of the King's Guard were sent down and destroyed what might have been a promising productive industry.

Pipe-manufacturing likewise became a fairly flourishing industry in Bristol despite monopolies granted by the King in 1620 to a London company. The clay pipes of those early days had bowls no larger than a lady's thimble. Tobacco was worth its weight in silver, and it is said that the largest shillings were always used in the scales against the weight of tobacco.

The manufacture of snuff is also closely associated with the city: early as 1747 a mill run by Thomas Rennison was used for grinding snuff. The Grand Jury at the assize of 1756 informed the justices of the harm which would ensue if the practice of turning grist mills into snuff mills became general. Cigars were known as far back as 1735.

GROWTH OF THE INDUSTRY

The four most important branches of the English tobacco combine, in addition to its headquarters, are located in Bristol. The paidup capital of the Imperial Tobacco Company is \$275,000,000. At the end of the last financial year the stock in trade was valued at \$150,000,000. One of the company's warehouses in Bristol holds 41,000 casks. The average duty on a cask of tobacco is about \$2,000; this warehouse is therefore capable of holding stocks upon which duty to the extent of \$82,000,000 may be payable. The potential duty value of the contents of all the tobacco warehouses in the city reaches approximately \$250,000,000.

SOURCES OF SUPPLY

The chief foreign countries from which tobacco is imported into the United Kingdom are the United States—by far the greatest source of supply—Syria, Turkey and Armenia. The chief producers within the British Empire are Nyasaland, India, Canada, South Africa and Cyprus.

IMPORTANCE OF EMPIRE TOBACCOS

The following table gives the relative importance of Empire sources of supply for the period covered from January 1 to November 30, 1928:—

Country	Imports Lbs.	Deliveries Lbs.	Stocks Lbs.	Years Supply Lbs.
Canada	4,257,650	2,803,000	3,991,750	2
India	7,174,000	7,748,500	12,943,500	1½
Nyasaland	10,150,250	6,835,000	20,003,700	2½
Rhodesia	11,262,200	3,877,000	17,137,400	4

The bulk of the imports from Nyasaland are dark, and are used mostly for pipe mixtures, the balance being flue cured. Rhodesian tobacco appears to be quite satisfactory for cigarettes as three-quarters of the production is flue cured and what are commonly known as Virginian types. The Indian tobaccos are used mainly in the preparation of pipe mixture.

Canadian consignments of leaf tobacco in 1928 were 6,029,388 lbs. as compared with 5,812,909 lbs. in 1927. In spite of this slight increase, the cash value of the imports fell from £539,251 in 1927 to £454,614. This result reflects the difficulties associated with the marketing of last year's crop. Total importations dropped from 222,265,323 lbs. (£17,833,926) to 217,785,216 lbs. (£16,224,328). Empire supplies rose from 40,951,739 lbs. to 43,084,485 lbs. at the expense of foreign, which were smaller by about 6,500,000 lbs.

CANADA'S POSITION IN THE TRADE

An exhaustive report has been prepared by Mr. T. G. Major, of the Tobacco Division, Experimental Farms Branch, Department of Agriculture, dealing with the United Kingdom tobacco trade. Mr. Major was in charge of the Canadian tobacco exhibit at the British Industries Fair in 1929, and subsequently made an investigation into the tobacco trade. In this connection the views of prominent importers, including the Imperial Tobacco Company, may be safely taken as representative comment on the quality of Canadian tobaccos as regards their suitability for the United Kingdom.

As regards dark fire-cured tobacco, the majority expressed varying degrees of satisfaction. The chief criticism is in connection with the colour of the wrapper leaf, as Canadian dark wrappers are difficult to blacken satisfactorily for use in twists. The dark Western type may be fire cured or air cured. In general, Canadian dark fired wrapper leaf is well liked by the trade, and with the passage of time the various problems which Canadian tobacco growers have had to contend with in regard to this type will be eliminated and a reasonably steady market appears assured in this country.

The heavier grades of Canadian Burley of good colour appear to be quite suitable for use in twists and plugs. The chief objections raised are to packing and grading; this also applies to dark Westerns.

Canadian flue-cured tobaccos—by which is meant the bright Virginia type—are steadily improving each year. The chief objection is to their rather greenish colour.

PRODUCTION AND PRICES

Over-production in Rhodesia and other tobacco-growing parts of the Empire has resulted in difficult times for many growers, but that phase is rapidly passing. It was stated in the early part of 1929 that there was a four-years' supply of Rhodesian and Nyasaland flue-cured tobacco lying in bond in England, and that excellent quality leaf from these sources was available at prices ranging from 16 cents to 24 cents per pound c.i.f. This does not apply at the present time: 40 cents per pound would be nearer the price. In a recent number of *Tobacco*, the representative trade journal, it is stated that there is danger of an actual shortage in Rhodesian bright cigarette tobacco, and this is regarded as paradoxical in view of the existing surplus of leaf.

The explanation is that with a large percentage of growers out of business, and with the risk of bad seasons for the remaining growers, a shortage and not over-production may be the prospect. The pendulum of production should not be allowed to swing uncontrolled from congestion to shortage, and rationalization by Empire growers would be a wise policy. Undoubtedly the available stocks of Rhodesian, South Africa, Nyasaland, Canadian, and Cyprus tobaccos are gradually being absorbed.

The question of prices obtained for Empire tobaccos is of first importance to the growers, and it is exceedingly difficult to give definite figures for the various types owing to the extreme variation of opinions held by different companies in England. The value of the preference to Canada and the other tobacco-growing Dominions lies in the stimulation it gives to production in these countries, and in making it possible for them to offer effective competition in the British market.

It is believed that a fair price for dark fired wrapper would be from 40 cents to 44 cents per pound delivered warehouse United Kingdom, and for filler from 20 cents to 28 cents. For the cigarette grades of flue-cured tobacco the price in Great Britain is in the vicinity of 45 cents to 50 cents delivered warehouse Great Britain.

UNITED KINGDOM TRADE IN REFERENCE TO BRISTOL

Of the 240 tobacco manufacturers in the United Kingdom, 75 per cent of the total trade is represented by associated branches of the Imperial Tobacco Company. In point of fact, 90 per cent of the total number are independent of the combine. All of the branches of the Imperial Tobacco Company purchase their supplies through the leaf department of the above organization in Bristol. In turn, the Imperial Tobacco Company obtain their tobacco directly from producers and through their subsidiary packing houses in various parts of the world. A most up-to-date packing plant was established in Canada four years ago.

FURTHER DETAILS OF CANADIAN IMPORTS INTO GREAT BRITAIN DURING 1928

HARRISON WATSON, CANADIAN TRADE COMMISSIONER

II

Articles Wholly or Mainly Manufactured

(Imports of Newsprint and Wrapping Paper were published in *Commercial Intelligence Journal*, No. 1307, dated February 16, 1929.)

IRON AND STEEL PRODUCTS

A further general, and marked, decline has to be recorded in the Canadian trade in iron and steel products, which has been gradually dropping away since the war in the face of the severe competition of domestic and Continental manufacturers. The chief lines in which Canada still figures are as follows:

	Total Imports		Imports from Canada	
	Tons	£	Tons	£
Wrought welded tubes.	29,505	419,759	885	15,469
Fittings, wrought for tubes	3,542	131,889	55	2,376
Fittings, malleable cast, for tubes.	2,267	160,223	55	2,817
Wire fencing, other than barbed.	17,024	206,624	155	3,410
Wire, unenumerated (probably mattress)	38,798	501,746	1,274	25,414
Wire nails.	65,488	786,714	46	1,005
Bolts and nuts	13,642	273,300	60	1,497

METALLIC OFFICE FURNITURE

Canadian exports under this heading more than doubled during the year, the figure now being 162 tons (£13,593) out of a total of 1,333 tons (£146,415). By far, the bulk of this total is credited to the United States.

NON-FERROUS METALS AND MANUFACTURES

In crude aluminium in ingots and bars, Canadian shipments showed a satisfactory increase from 1,196 tons (£122,336) to 1,849 tons (\$195,583), in spite of a drop in the total from 15,675 tons (£1,644,365) to 13,486 tons (£1,366,719).

In aluminium in plates, sheets, etc., Canada more than doubled her tonnage in 1928, the quantity being 78 tons (£10,525). The total value of the imports was £667,094.

Arrivals from Canada of brass and copper alloys (not specified) fell from 244 tons (£64,617) to 115 tons (£29,498), while total imports went up from £502,967 to £595,865.

In 1928, Belgium was exceptionally credited with a considerably greater proportion of the trade in cobalt and cobalt alloys than Canada. In 1927 Belgium shipped 82,443 lbs. (£34,148) against 141,869 lbs. (£65,050) from Canada. In 1928 the position was reversed, Belgium supplying 188,871 lbs. (£76,476) and Canada 82,458 lbs. (£41,374).

As regards manufactured copper (electrolytic), Canada provided only 626 tons (£42,380) out of 107,132 tons (£7,304,074).

Canadian shipments of pig lead went up from 45,567 tons (£1,157,363) to 47,998 tons (£1,027,509). Total imports in 1928 were 255,998 tons (£5,416,097).

Upon the other hand, there was a falling-off in Canadian nickel (in pellets, cubes, etc.) from 1,024 tons (£178,737) to 623 tons (£109,372). Canada remains, however, the biggest single factor in the trade.

In nickel alloys the Dominion's contribution remained about the same, at 150 tons (£26,254).

Crude zinc imports from the Dominion underwent a material contraction, i.e. from 14,381 cwts. (£439,769) to 10,376 tons (£277,535) in 1928. Total importations at the same time dropped from 141,022 tons (£4,288,633) to 136,204 tons (£3,578,494).

HOSIERY LATCH NEEDLES

The trade in latch needles from Canada, which has been built up under the Key Industry Act, continues to expand. The 1928 imports from the Dominion were 19,761 lbs. (£96,646) as compared with 13,146 lbs. (£55,975) in the previous year. Total importations in 1928 (57,686 lbs. valued at £149,701) were practically the same, and Germany remains the principal supplier.

AGRICULTURAL AND HORTICULTURAL TOOLS

This item includes forks, scythes, sickles, and similar miscellaneous agricultural tools (except shovels and spades). Canadian imports advanced from £10,618 to £14,580. At the same time the total increased from £47,623 to £60,678 in 1928.

PHOTOGRAPHIC APPLIANCES AND LENSES

Owing to the increase in the percentage of Empire labour required to qualify Empire photographic appliances and lenses for free admission under the Key Industry Act, the Canadian exports of cameras to the United Kingdom declined from 511,916 (£130,669) in 1927 to 4,098 (£2,267) last year. Total imports fell by practically the same amount, i.e. from 588,614 (£207,582) to 57,069 (£109,479).

Upon the other hand, supplies from the Dominion of photographic plates and films increased from £300,597 out of £572,124 to £362,359 out of £665,056.

Canadian lenses shrank from 644,664 (£72,553) to 430,436 (£21,525), although the total increased from 8,699,864 (£244,172) to 9,177,733 (£194,970).

AGRICULTURAL IMPLEMENTS AND MACHINERY

In 1928 total imports of mechanical power ploughs were valued at £17,303, of which Canada furnished £3,446.

In animal power ploughs the total was £22,295, Canada's share being £4,852.

Under lawn mowers, the Dominion shipped £5,268 worth out of £59,100 of hand-driven, and £2,225 out of £42,573 of animal and mechanically drawn. In both cases Canada's trade dropped by more than half as compared with 1927.

Another substantial falling-off is registered in Canadian reapers and binders, imports dwindling from £50,388 to £19,394 in 1928. Concurrently, the total went down from £109,060 to £78,844.

In agricultural machinery (unspecified) Canada is credited with £19,030 out of £135,511.

VACUUM CLEANERS

The number of electric vacuum cleaners shipped from Canada to the United Kingdom in 1927 was 15,900 (£142,850). This showed a marked gain in 1928, the figures being respectively 27,645 (£232,451). Total importations during the latter year were valued at £656,275.

REFRIGERATING MACHINERY

The aggregate under this heading fell from £567,359 in 1927 to £408,627 in 1928, and Canada's share from £11,883 to £10,392. Simultaneously, the United States lost trade approximating some \$200,000.

MANUFACTURES OF WOOD

Turning to wooden goods, there was a small increase in Canadian furniture and cabinet ware from £14,820 in 1927 to £17,628 in 1928. The total imports, however, advanced from £858,722 to £1,035,350.

Canada's proportion of builders' woodwork more than doubled, jumping from £13,776 in 1927 to £34,907 in 1928. Total purchases under this heading average more than £1,000,000 annually, of which by far the greater proportion comes from the United States and is represented mainly by doors.

Wooden handles from Canada dropped from £9,435 to £3,865 in 1928, while the total decreased from £253,691 to £199,231.

Canadian results in domestic woodware (clothes pegs, skewers, bread platters, pastry boards, etc.) were better, rising from £7,423 to £10,876. The total in 1928 was £326,006, to which Germany, the United States and Sweden were the chief contributors.

In manufactures of wood (unspecified) Canadian imports remained steady at £161,164, although the total is the huge one of £3,659,648, which was an advance of some £900,000 over the previous year.

APPAREL

Among the many items of apparel, practically the only line in which there is any regular trade from Canada is in corsets. In 1928, however, there was a big contraction in Canadian shipments, which were only one-third of the trade in the previous year. The value of imports from the Dominion dropped from £23,547 to £8,228. Total receipts in 1928 were £161,657.

CHEMICALS

The most important item entering into the chemical trade from Canada to Great Britain is acetic acid. Total imports rose from 13,118 tons (£574,126) in 1927 to 14,994 tons (£662,328) in 1928. At the same time Canadian deliveries advanced from 7,260 tons (£356,132) to 9,299 tons (£447,404).

The Dominion also shipped 505 cwts. (£23,019) of the total imports of 1,989 cwts. (£77,663) of cobalt oxide brought in.

In the phosphorous trade, Canada has a practical monopoly, supplying in 1928 32,431 cwts. (£111,645). Supplies from other countries were negligible.

PAINTERS' COLOURS AND PIGMENTS

There was in 1928 a revival in the dry white lead trade from Canada, the Dominion supplying 7,205 cwts. (£10,446) out of 165,968 cwts. (£256,463).

In bronze powder the Canadian proportion varied only a trifle, amounting to 2,480 cwts. (18,386) out of the total of 28,741 cwts. (£162,595).

Canadian carbon black shipments were better than in 1927, being 4,309 cwts. (£19,797) out of 206,369 cwts. (£449,423).

TOILET SOAP

Canada leads all other exporters of toilet soap to the United Kingdom with a figure of 36,203 cwts. (£97,112) out of 69,450 cwts. (£223,560).

In shaving soap Canadian imports were more than halved in 1928, dropping to 1,668 cwts. (£17,753) out of 6,543 cwts. (£79,000).

LEATHER

In undressed leather, Canadian consignments of sole leather jumped from 7,258 cwts. (£71,374) in 1927 to 13,795 (£148,305) in 1928. This, however, represents only a small proportion of the total, which in the latter year reached 187,381 cwts. (£1,631,569).

Canadian supplies of patent leather were well maintained at 5,017 cwts. (£287,142) out of a total of 25,079 cwts. (£1,446,026). The United States holds about 50 per cent of this business.

WALLPAPER

A decline took place in Canadian exports of wallpaper, the 1927 figure of 13,408 cwts. (£42,558) falling to 8,980 cwts. (£30,754). At the same time total imports increased from £213,551 to £260,253.

WALLBOARDS

Canadian exports of wallboard to the United Kingdom experienced a setback in 1928, when the shipments were 28,013 cwts. (£32,515) as against 44,628 cwts. (£51,037) in the previous year. In spite of a shrinkage of 5,000 cwts. in the total imports, the United States increased her share of the trade by some 10,000 cwts. In 1928 the total imports were 84,739 cwts. (£101,470), out of which the United States was credited with 50,750 cwts. (£60,123).

MILLBOARD AND CARDBOARD

As regards millboards, Canada's contribution at 105,409 cwts. (£124,676) remained practically stationary in the 1928 total of 1,487,260 cwts. (£1,362,002).

Under the heading of cardboard and pasteboard, Canada is responsible for only 1,887 cwts. (£3,264) out of a total of 273,196 cwts. (£352,843).

AUTOMOBILES

Although total receipts of motor cars fell from 19,228 (£3,563,565) in 1927 to 15,474 (£2,965,934) in 1928, Canada's share showed practically no change, being 3,266 (£806,563) and 3,225 (£758,914) respectively.

A big increase was attributed to the Dominion under the heading of motor car chassis (net weight below 28 cwt.), which advanced from 1,640 (£188,051) to 3,498 (£398,918). At the same time the total figures went up from 10,486 (£1,033,958) to 16,570 (£1,461,491). In chassis weighing over

28 cwts. there was an important decline in the Canadian total, from 1,456 (£199,679) to 236 (£31,574). Total importations during the two years were valued at over £500,000.

The value of wheels, rims and spokes for motor cars brought in from Canada in 1928 was only £1,438 as compared with £44,531 in the previous year. In accessories (unspecified) there was a contraction of from £195,362 in 1927 to £152,942 in 1928.

RUBBER MANUFACTURES

In rubber boots and shoes Canadian exports to the United Kingdom made another phenomenal jump, reaching the record figure of 233,803 dozen pairs (£702,288 as against 123,347 doz. pairs (£364,885) in the previous twelve months. Canada is now the largest supplier to the British Isles in the total of 769,256 dozen pairs (1,623,489).

As regards tires in motor car outer covers Canadian shipments dropped from 252,222 (£509,958) to 119,387 (£245,630). The Dominion heads all her competitors, supplying nearly half of the total imports. In motor cycle outer covers, Canada furnished £14,424 out of £57,838; while in inner tubes for motor cars the figures were respectively £19,275 out of £72,525.

Canada trebled her trade in rubber heels and soles. In 1927 this amounted to 256 tons (£54,087) out of 676 tons (£129,272). In 1928 the trade increased to 831 tons (£168,443) out of 1,340 tons (£266,510). In rubber goods (unspecified) Canada's contribution fell from £12,927 to £8,934, the respective totals being £653,301 and £453,260.

THE MARKET FOR PRESERVED FISH IN TRINIDAD

Mr. F. L. Casserly, Acting Trade Commissioner in Port of Spain, writes under date December 16, 1929, that moderate supplies of dried cod are on hand at the date of writing; these are sufficient for the colony's needs for the next month or so. Medium-sized lots are on the way from Canada, Newfoundland, and England. Canadian cod is quoted f.o.b. Halifax at from \$42 to \$44 per cask of 448 pounds, and Newfoundland cod at about the same prices c.i.f. Port of Spain. English supplies are offered at \$45 c.i.f. Very little business is being done in haddock, pollock, hake, cusk, herring, and mackerel; supplies of these kinds are light and only small shipments are in immediate prospect. In the course of the next two months, however—with the approach of the Lenten season—activity will be resumed in these varieties.

POTATO MARKET IN JAMAICA

F. W. FRASER, CANADIAN TRADE COMMISSIONER

Kingston, December 17, 1929.—With a view to encouraging the local production of potatoes and substitutes therefor, such as yams, the Government of Jamaica during the latter part of 1927 imposed heavy import duties on potatoes for consumption grown outside the island of Jamaica. The duties imposed amounted to 1d. per pound under the preferential tariff and 2d. per pound under the general tariff. These new duties had no apparent effect on potato importations during 1928, due to the fact that arrangements had not been made for the supply of seeds, and coupled with the fact that the potato crop in Jamaica during 1928 was exceedingly poor. Indications are that the importation of potatoes for table purposes during the present season will show a substantial decline as compared to previous years, as a result of the duties imposed. On

the other hand, the importation of seed potatoes, which are permitted free entry under certain conditions, is increasing; and inasmuch as local potatoes are not suitable for seed, imports are likely to continue to increase as long as the present duties remain.

In order to import seed potatoes, it is first of all necessary for the importer to procure a permit from the local Department of Agriculture authorizing such importation. Each shipment must thereupon be accompanied by a disease-free certificate from the Department of Agriculture of the country of origin, and also on arrival be subjected to an examination by the microbiologist of the local Department of Agriculture. During the period from September, 1928, to May, 1929, almost 1,000 barrels of seed potatoes were imported, about 90 per cent of which came from Canada and the balance from Scotland.

The following table shows the importation of potatoes into Jamaica, with country of origin, for the past four years:—

Vegetables, potatoes—	1926		1927		1928	
	Lbs.	£	Lbs.	£	Lbs.	£
Canada	648,412	5,349	1,159,054	7,573	1,597,823	5,379
United States	370,970	3,066	259,103	1,698	154,181	517
Total	1,019,382	8,415	1,418,157	9,271	1,752,004	5,896

In 1925 imports reached a total quantity of 1,915,135 pounds valued at £15,321: Canada 1,563,000 pounds (£12,504) and the United States 352,135 pounds (£2,817).

The foregoing figures do not include seed potatoes, which are classified in the trade returns under the category of "plants, seeds and bulbs for cultivation."

FOREST INDUSTRY OF ASSAM

RICHARD GREW, CANADIAN TRADE COMMISSIONER

[NOTE.—At par value of exchange 1 rupee is equal to 36 cents.]

Calcutta, November 28, 1929.—The five-year period ending with the year 1928-29 was one of remarkable expansion in the development of commercial timber produced in the Assam province, according to a recent report. The area of reserved forests increased by 291 square miles, and under the stimulation provided by a greatly improved market for timber, the forests proved far more valuable and productive than was anticipated. The average annual surplus of the previous five years has been Rs.587,339 (\$211,442) and the outlook was thought to be far from promising.

Previous to 1925 the demand for timber produced in this province was restricted to sâl, a hardwood indigenous to India, and very durable. The Assam Government recognized that although the time might come when an increased demand, and the prospect of an appreciable revenue, would justify the raising of some of the forest divisions which did not produce sâl to the position of major charges, that time seemed far distant, but events soon proved that the view taken by this Government in 1925 was too pessimistic.

The district of Goalpara and its sâl forests, owing to the successful working of the tramway and the growing demand for railway sleepers, have still the largest share in the development of the forest revenues, but sâl is no longer the only timber for which there is any effective demand. The prosperity of the timber trade has resulted in a growing demand for other classes of timber also, and all divisions show a marked increase in outturn.

This expansion is clearly illustrated by the growth of revenue and the increase in surplus. As already stated, the average annual surplus in the previous five-year period was less than Rs.600,000 (\$216,000). In the last year of that period the revenue had risen to Rs.1,975,000 (\$711,000), and the surplus to Rs.825,000 (\$297,000). By 1927-28 the revenue had risen to Rs.3,600,000 (\$1,296,000), and the surplus to Rs.2,175,000 (\$783,000). Last year the figures were not so high, but the average annual surplus for the five years was Rs.1,625,000 (\$585,000). The discovery that timbers other than sâl can with treatment be used as railway sleepers had a very important effect on the value of the evergreen forests in Upper Assam. Experiments at the Forest Research Institute proved that those forests contained fine timber of the species required. A creosoting plant for the treatment of this timber has now been constructed by the Assam-Bengal Railway, and the Government have contracted to supply the railway with 200,000 sleepers annually for five years, with the option to the railway of asking for an increase in the supply to 300,000 a year. This development has dispelled the fears expressed at the end of the previous five-year period, and these forests should contribute in future very materially to the revenues of the province. Even the fact discovered by the enumeration surveys, that in these forests there were extensive areas of cane-covered swamps with no timber of value has its compensation, as the cane from those areas has produced an average annual rental of more than Rs.100,000 (\$36,000) with little or no outlay.

Another feature of the last five years has been the partial recovery of the saw-mills industry, mainly for the manufacture of plywood tea boxes and packing cases. The Government have assisted the industry by the grant of leases at favourable rates, and it is hoped that this industry will succeed in establishing itself firmly against foreign competition. The opening of a match factory at Dhubri is a new departure, and a new saw-mill for the manufacture of packing cases has been started in the Kamrup district. As a result of these enterprises, there is now an extensive demand for the hitherto unsaleable simul timber, a cottonwood tree.

Possibly the most satisfactory feature of the period is the natural regeneration of sâl, which has disproved the gloomy prophecies of the past and should safeguard the future supplies of this most valuable timber. Greater attention is now being paid to natural and artificial reproduction in the evergreen forests, and although for some years this must be a matter for research and experiment, confidence is felt that, given the necessary facilities and funds, these forests can be exploited and regenerated with increasing profit.

Lac has yielded a growing revenue, the average royalty for the five years being Rs.281,038 (\$101,174). Lac cultivation is extending in the hill districts of the province, and is likely to be a great asset in the material prosperity of the hill tribes. For this reason, the Governor in Council is anxious to do all that he can to encourage it, and inquiries are now being made as to the means by which the cultivation can be improved and the marketing facilitated. Some of the aboriginal tribes, to whom the proceeds from the production and sale of lac represent their only cash receipts, are reported to be taking an intelligent interest in the matter. Four Mikira, for example, were sent to the Lac Research Institute at Nankum for training in the more scientific treatment of brood lac. In consultation with the director of the institute, experiments have been undertaken in the Goalpara and Nowgong districts.

EMPIRE TARIFF PREFERENCES ON CANADIAN GOODS

COMPILED BY FOREIGN TARIFFS DIVISION, DEPARTMENT OF TRADE AND COMMERCE

VI*

Cyprus

CANADIAN TARIFF TREATMENT OF CYPRUS PRODUCTS

Cyprus, ceded to England for administrative purposes in 1878, and annexed to the British Crown in 1914, receives, like other parts of the Empire, the Canadian tariff concessions made to France in the convention of commerce of 1922. This convention gives France the intermediate schedule of the Canadian tariff, and on some goods, rates below the intermediate. The authority for extending similar favourable customs treatment to goods from British possessions is found in section 5 of the Canadian Act of 1923 ratifying the convention with France.

EMPIRE PREFERENCES ESTABLISHED IN CYPRUS

A Cyprus customs law effective July 14, 1920, established a preferential tariff for Empire goods, and since that date Canadian products if dutiable under the colony's tariff enter at a lower rate than applies to goods of non-British origin. On musical instruments and parts, clocks and watches and parts, cinematograph films, beer, ale, porter, and other malt liquors, cotton and woollen goods, matches, soap, earthenware and china, furniture, haberdashery and millinery, and dyes, the preferential rate is two-thirds of the full rate. On wines, there are preferential rates of 60 per cent or $66\frac{2}{3}$ per cent of the full rates; on spirits, spirituous compounds, liqueurs and cordials, a preferential rate of 95 per cent of the full rate. The general preference for goods not specially dealt with is a reduction of one-sixth from the full rate. The present general tariff (full rate) on most of the aforementioned goods is 20 per cent ad valorem.

Motor cars, motor cycles, and their parts (before 1923, duty-free) are subject to a general tariff rate of 30 per cent ad valorem, and a British preferential rate of 10 per cent ad valorem; aircraft and accessories, 20 per cent ad valorem and 5 per cent ad valorem respectively.

PREFERENCE CONDITIONS AND VALUE FOR DUTY IN CYPRUS

Preference is granted in Cyprus for goods wholly the product of the preference country, and otherwise on the basis of 25 per cent British content (75 per cent for optical goods), the special treatment of sugar and tobacco being the same as in Great Britain.

The amount on which ad valorem duties in Cyprus are payable is stated to be the value at the place of shipment or purchase of the goods imported, plus the cost of transport, including insurance, to the Cyprus port of final discharge.

Fiji

CANADIAN TARIFF PREFERENCES EXTENDED TO FIJI

The Fiji Islands received (like other parts of the Empire) the benefit of Canadian tariff reductions resulting from trade conventions with France, and since 1913 has been under the British preferential schedule of the Canadian

* The first article in this series, on Great Britain and Northern Ireland and the Irish Free State, was published in No. 1349 (December 7); the second, on New Zealand, in No. 1350 (December 14); the third, on British West Indies, in No. 1351 (December 21); the fourth, on Australia, in No. 1352 (December 28); and the fifth, on British South Africa, in No. 1353 (January 4).

customs system. The latter concession was made under section 4 of the Tariff Act of 1907, which gives power to extend these advantages by order in council to any British country not already enjoying them.

BRITISH PREFERENCE IN FIJI

Tariff preferences for Empire goods, including therefore Canadian goods, have been in force in Fiji since January 1, 1922. The present list of preferences are those established in an ordinance of January 1, 1929. The 1929 ordinance increased the prevailing rates on goods subject to ad valorem duty from 15 per cent preferential, and 27½ per cent general, to 20 per cent preferential, and 35 per cent general. These duties are applicable to a wide range of merchandise and are the rates on articles unspecified in the tariff—now a comprehensive item. Automobiles, rubber manufactures, and canned fish, forming a substantial portion of Canada's exports to Fiji, enter under the preferential rate of 20 per cent ad valorem as compared with a general tariff of 35 per cent.

Where Fiji duties are on a quantity basis, the preferential rate which was usually one-half the general tariff under the 1922 ordinance became two-thirds of the general tariff under the 1929 ordinance. In other words, there is now a one-third preference on such articles. This class is made up mainly of food-stuffs. The Fiji tariff on wheat flour, for example, is 20 shillings per ton of 2,000 pounds British preferential tariff, and 30 shillings general tariff. Undressed timber, over two inches wide, is dutiable at 2 shillings per 100 superficial feet preferential, and 3 shillings general. If dressed or surfaced, the respective rates are one-quarter more.

Fiji import duties are supplemented by a port and customs service tax, which was 1¼ per cent ad valorem or 2½ per cent ad valorem from 1923 to 1928, and 1 per cent ad valorem since January 1, 1929.

FIJI PREFERENCE CONDITIONS

In the case of goods not qualifying for tariff preference as being wholly produced or wholly manufactured within the Empire, preference is granted in Fiji where the final process of manufacture has been performed in a British country and the expenditure in material produced in such country and the labour performed there are together not less than one-fourth of the factory or works cost of the article in its finished state. Direct consignment from the preference area to Fiji is another requirement.

VALUE FOR DUTY IN FIJI

The value on which ad valorem duty is levied in Fiji is defined as the price which an importer would give for the article (including cost of packing) delivered on board vessel at port of export. Dock and port charges or storage are not included in dutiable value but commission charges in excess of 2½ per cent are a dutiable item.

Western Samoa

The former German Samoan Islands, now the Territory of Western Samoa, were assigned in 1920 to Great Britain under mandate of the League of Nations, to be governed by New Zealand. A New Zealand order in council of April 20, 1920, established a customs tariff for this area.

With the exception only of tobaccos and duty-free goods, imports are taxed 22½ per cent ad valorem under the general tariff, and 15 per cent ad valorem under the British preferential tariff. The preferential rate is applicable to Canada and all other parts of the Empire.

Goods which are free of duty regardless of their origin include: Printed literature, including printed music; fresh vegetables and fresh fruit; meat, fish, and poultry, if frozen and not in airtight containers; butter; honey; manures; insecticides and other articles for destruction of vermin and pests; shooks of undressed wood; machinery, implements, and materials for the establishment or development of local industries, when approved by the Administrator and duly published.

A port and customs service tax of $2\frac{1}{2}$ per cent ad valorem, effective since June 27, 1928, is chargeable on all goods whether otherwise subject to duty or not.

The conditions on which preference is granted, and the value on which ad valorem duty is levied, are the same as in New Zealand.

On October 1, 1924, a Canadian order in council was passed extending to Western Samoa the British preferential schedule of the Canadian tariff.

British Borneo

The three British customs areas in the island of Borneo, viz., Brunei, British North Borneo, and Sarawak, have been accorded usual most favoured nation treatment by Canada and the British preferential schedule of the Canadian tariff since February 1, 1913, when the British preference was extended by order in council to many additional parts of the Empire.

Brunei since 1926 has maintained a preferential rate of one-half the general tariff rate (5 per cent ad valorem) on motor vehicles originating in the United Kingdom or Canada. The vehicles are deemed to have originated in these countries if they contain at least 25 per cent United Kingdom or Canadian labour and/or material in their factory or works cost. This preference may also extend to other parts of the Empire.

British North Borneo has been granting to the United Kingdom since 1927 and to Canada since 1928 (no information respecting rest of the Empire) a preferential rate of three-fourths of the full rate on the following: vehicles including motor vehicles; machinery and machines; metals, manufactured or unmanufactured; cutlery; glassware; earthenware, crockery and porcelain; cloth, clothing, haberdashery; perfumery; chemicals and dyes; timepieces; and vessels. The general tariff rate on all these commodities (except glassware 5 per cent) is 10 per cent ad valorem. It is required that such goods show at least 50 per cent Canadian or United Kingdom content in order to qualify for preference.

Sarawak preferences on motor vehicles and accessories including tires, amounting to remission of the whole of the duty, namely 10 per cent, 15 per cent, or 20 per cent ad valorem, have been accorded to Great Britain and Northern Ireland since 1928; also since 1929 preferences on engines, boilers, and machinery amounting to the whole duty of 15 per cent ad valorem. All these Sarawak preferences were extended to Canada and the rest of the Empire as from April 1, 1929. No regulations have been issued with regard to the basis on which preference is granted, but a 50 per cent British content has been proposed.

Mauritius

The British preferential schedule of the Canadian tariff was extended, by order in council in effect from February 1, 1913, to various British colonies including Mauritius and Dependencies thereof, which previously were accorded only the most favoured nation treatment given to foreign countries.

Preferential rates of duty were brought into force in Mauritius by a Customs Preferential Tariff Ordinance, operative as from September 30, 1924. The ordinance itself gave the preferential rates to the United Kingdom, but they could be extended by proclamation to reciprocating British possessions. A proclamation was issued April 2, 1925, in favour of Canada.

The first list of Mauritius preferences was enlarged on November 15, 1927. All the preferences are accorded to Great Britain and Ireland. Canada receives the benefit of intermediate rates of 12 per cent ad valorem on: motor cars, motor cycles and side cars, accessories and component parts, and tires and tubes (general tariff 20 per cent); cycles and motor lorries and accessories, component parts, tires and tubes, for either (general tariff 15 per cent). The rate to Great Britain and Ireland on all these vehicles and parts is 5 per cent ad valorem.

Preference is granted in Mauritius on condition that goods be consigned direct from the preference country, contain at least 25 per cent of the labour and/or material of such country, and that in the case of manufactured goods the final process be performed in the preference country.

Ad valorem duties are levied on the current domestic value in the country of exportation at the date of exportation.

Gibraltar

Gibraltar as a British colony receives the benefit of the Canadian tariff concessions to France—in other words, most-favoured-nation treatment.

British preferential rates of five-sixths of the full rate (general tariff) have been in effect in Gibraltar since July 31, 1926, for perfumed spirits, liqueurs and cordials (full rate 18 shillings per gallon), and for other spirits and strong waters (full rate 12 shillings per gallon up to proof, and so in proportion for greater strength). The preferential rates are accorded to "goods, grown, produced or manufactured within the British Empire", evidence of origin being required.

Nearly all other goods enter Gibraltar free of duty regardless of their origin.

ECONOMIC CONDITIONS IN THE MIDDLE EAST

GEO. R. HEASMAN, ACTING TRADE COMMISSIONER

Dutch East Indies

Batavia, November 25, 1929.—The Middle East is so dependent upon world demand for its export crops that any international influence which has a tendency to tighten up the monetary situation in the main purchasing countries directly affects this territory. There is no doubt that the present high interest rates have contributed to a weakening of local crop prices and a slowing up of business.

A new movement is on foot to form an international price-fixing rubber combine. The Dutch restriction scheme has occasioned considerable comment, but does not seem to be taken seriously in Malaya. There would be wellnigh insurmountable difficulties in the way of restriction of native rubber production in the Dutch East Indies. In the meantime the rubber market shows a declining tendency in sympathy with the general situation.

During the month the coffee market remained without foreign demand and prices dropped 15 per cent. This commodity is in an unfavourable situation due to large world supply. The price of pepper continues to decrease. Tea prices dropped approximately 10 per cent during the month.

The chief interest at the moment is centred in tin and the extraordinary slump that has taken place in the price of this metal. Dear money, heavy production, lower consumption in the United States, and "group" liquidation are among the prominent factors influencing the decline.

The sugar market remains steady, and the general situation is regarded as improved. The 1929 crop has been practically all sold. The price obtained was slightly lower than in 1928: the decline since 1927 amounts to about 25·5 per cent.

Import returns up to the end of August show an increase of 13 per cent over last year's figures. Export returns up to the end of August, compared with the same period last year, show a decrease of 6 per cent.

European importers of and dealers in piece goods have large commitments of European goods in which serious losses have been and are being incurred, chiefly on account of severe Japanese competition, which has speedily recovered the import trade lost during the recent boycott.

A League of Nations commission of inquiry on opium smoking has recently arrived in Singapore. The suppression of opium smoking would have a decided effect on the revenue of the various countries concerned. It is an important source of revenue in Java.

Shipping returns are satisfactory and the gross revenues of the railways show a substantial increase over those of 1928. Government revenues also show a gain in comparison with the same period of 1928. A new Government 4½ per cent loan amounting to 69,000,000 fl. has just been issued. This is for the purpose of converting the loan of 1923.

The enormous development in Dutch East Indian agricultural production and in export trade may be taken as indications of stability in this market. Such periods of depression as are now prevailing are likely to be of short duration. Since 1926, however, the buying power of the country has declined, although imports have continued to increase. But it is anticipated that the last quarter of 1929 will see the volume of imports seriously diminished.

Malaya

Quiet optimism was the keynote of the Governor's recent annual address to the Legislative Council meeting on introducing the Budget Bill for 1930:—

"Though we may be about to face a period of depression," he said, "we are in a satisfactory position with our accumulated balances, a very considerable portion of which are liquid. I do not think we need have any apprehension for some years to come or that we shall have to call a halt with any reasonable developments of the colony for lack of funds."

Malaya has weathered the rubber slump of last year quite well, and business has adjusted itself to the new conditions. The recent interest that has been shown in planting enterprises other than that of rubber is a healthy sign, and is a direct result of the removal of restriction. It has now become obvious that rubber must look to increased use rather than to high price as its chief attraction as an investment. Considerable success has already attended the exploitation of the oil palm, while interesting experiments are still being made with tea.

Trade conditions in Singapore are reported good. Cumulative September trade returns, in comparison with the same period last year, show that the values of imports rose 4 per cent and of exports 16 per cent. Satisfactory rubber and tin prices are so important to Malaya, and control her purchasing power to such an extent, that the present levels affect adversely the whole country.

Siam

Trade conditions in Siam are decidedly bad. The Bangkok market is overstocked generally and the economic situation is weak. The new rice crop is in danger from heavy floods in North Siam, the worst in many years. It is feared that rising waters will eventually extend to Central Siam with danger to the ripening paddy.

There is also a shipping slump. A large number of the rice mills are idle owing to failure of last year's crop and steamers are leaving Bangkok only half loaded. Official reports on the damage to the rice crops are not yet available, but in any case the small crop is certain to have a serious effect on the general purchasing power of the country in the near future. The present situation indicates again how much Siam's economic wellbeing is dependent upon a single commodity. The financial position of the country, however, is sound even if the economic position is weak.

Import returns up to the end of August compared with the same period in 1928 show an increase of 23 per cent. Exports, on the other hand, show a decrease of 11 per cent, mainly due to the short rice crop. A further decline is anticipated.

SOUTH CHINA FLOUR SITUATION

PAUL SYKES, CANADIAN TRADE COMMISSIONER

Hongkong, December 7, 1929.—Recent references in the *Commercial Intelligence Journal* to the South China flour market have pointed out that future consumption should reach greatly higher figures than at present, but that conditions during the last half of the current year have been unfavourable. Summarizing to-day's situation, it may be said that little improvement has been evident during the last few weeks, owing to three prime causes—a lower than average rice crop, civil wars, and the fall in Hongkong exchange.

It might be thought that a short rice crop would lead to increases in flour imports. Actually, this is seldom the case, since a poor crop of this all-important product of South China leads to a contraction in the country's buying power, a temporary lowering of living standards, and reduced imports of practically all commodities. Wheat flour, being still a luxury in a community where standards of living are very low, is purchased in smaller quantities when general prosperity is below normal.

The serious effect of the drop in value of the Hongkong dollar has been noted in previous reports. Recent quotations have been below 41 cents Canadian currency, in contrast with 48 cents three months ago. The local market for practically all commodities has increased from 15 to 20 per cent as a result.

The political situation remains disturbed and, with frequent reports of piracies, brigandage, and other lawless acts, trade is far from brisk. While all types of business are affected, the flour trade, being of more than average importance, has suffered accordingly.

FLOUR TAXATION IN SOUTH CHINA

Recent advices from the Canton Government are to the effect that Canadian flour may now be imported into South China on equal terms with other flours milled in overseas countries or in the provinces of North China. The trade is still at the disadvantage created by the imposition of a consolidated import tax of approximately 5 cents (Canadian) per bag of 49 pounds, but arrangements have been made whereby all "likin" dues on flour have been abolished. The present situation is now less favourable on the whole than formerly, when no customs duties were collected and likin was leviable, but the difference is more pronounced in coastal centres and slight price differences only are apparent in interior markets. One probable result of the abolition of "likin" will be a wider distribution of flour throughout the interior.

BUSINESS CONDITIONS IN HONGKONG AND SOUTH CHINA

PAUL SYKES, CANADIAN TRADE COMMISSIONER

Hongkong, December 7, 1929.—Hongkong importers continue to report dull market conditions. At this time of the year such reports must be viewed with considerable alarm, since the winter and Christmas trade and the approach of the Chinese New Year are generally take as unmistakable forerunners of commercial activity.

The exchange situation, referred to in *Commercial Intelligence Journal* No. 1349 (December 7, 1929) is a potent factor in the present position. Fractional decreases in the value of the Hongkong dollar have brought its gold equivalent down to below 40, the lowest quotation recorded since 1914. It had been assumed that, after the initial decline in the value of local currency, future prices might be taken as 15 per cent higher than previously obtaining, but this estimate has now been revised and new figures approximating to 20 per cent must be used. Such drastic price changes within a few weeks' time cannot, of course, have anything but an extremely damaging effect on market conditions.

Civil war throughout the provinces of South China is serving to retard further the progress of ordinary business. Some fighting has taken place in and about Wuchow, the chief centre of Kwangsi province, while later reports are that a combined attack on Canton by combined Kwangsi and Ironside armies is imminent. Disturbances by Red forces have also been experienced in some of the more northern ports. Such fighting has in itself somewhat minor effects on ordinary trade. Its influence on public confidence is, however, of no small importance as may be evidenced by recent fluctuations in the value of notes issued by the Central Bank of Canton. These are at present quoted at 25 per cent below normal parity.

The depression now being experienced through the business community in Hongkong need not be regarded as entirely unsatisfactory by all Canadian exporters. Numerous requests have been received in the local office for information regarding Canadian products, many importers taking the attitude that if trade in their standard lines is impossible, there may still be openings for new products. On several occasions strenuous efforts have already been made, with some success, to introduce hitherto unknown Canadian products to local dealers, a point which may be of interest to firms interested in finding new outlets for their goods.

HAVANA MARKET FOR DRIED FISH

JAMES CORMACK, CANADIAN TRADE COMMISSIONER

Havana, Cuba, December 14, 1929.—During the war and up to the end of 1921 Canadian firms had built up and maintained a large trade in dried fish throughout the Republic of Cuba, but to-day, except for the eastern end of the island served by the port of Santiago de Cuba and occasional shipments to the outports, it is practically non-existent. Reference to this year's importations discloses that Havana has about 40 per cent of the total imports, and that no Canadian fish is now coming to this city. Santiago takes roughly 25 per cent, Cienfuegos 10, Caibarien 4, Neuvas 6, and all other ports 15 per cent of the total.

The reasons for the loss of this business are briefly: lack of regular direct steamship communication, strong Norwegian competition, and the unsuitability of the Canadian fish and cure as consigned to Havana.

CODFISH

Dried salted cod is the big item, and it appears to be a growing trade. During the month of October, 7,974 cases were imported into Havana, of which 6,775 came from Norway and 1,144 from New York, the latter probably being partly Scotch cod, and partly ling which passes for codfish. In November the import figures were 7,367 and 1,412 cases respectively. The monthly average for the years 1927, 1928 and 1929 was 7,184, 8,315 and 9,848 cases.

PRICES AND COMPETITION

The special brands of codfish which are shipped to this market are those known as "superior extra", "superior standard", "regular", "inferior", "ling" and "zarbo". The "superior standard" and the "regular" have by far the largest sale, but orders are usually placed for combined shipments, i.e., one half "superior" and one half "regular" at a price the average of both. To-day's price for "regular" is \$9.50 c.i.f. Havana. All these qualities are received in wooden boxes of 45 kilos (or roughly 100 pounds) net each, and the price is from \$8 to \$10.50 per box. Packing is seldom in drums, which are said to be unsuited to this market. At present the stock is estimated at around 10,000 boxes, and a ship is now awaited with a cargo of approximately 12,000 boxes.

PRESENT DEMAND

Lately the market has declined; large purchases have been made in the last few days for immediate and future delivery up to the limit of \$9.50 per box. All the prices are c.i.f. Havana. The Norwegian terms are sight draft net against the presentation of the shipping documents to the buyer on the arrival of the steamer. Practically all of the Scotch fish is sent on consignment.

Demand at present is good, but prospects are regarded as variable. As the Norwegian market is low, buyers are cautious. In general, buying is heavier in the winter months as the fish keeps better during that season in summer resort is sometimes made to cold storage. Another factor affecting present purchases is that the sugar mills begin grinding in January, resulting in increased consumption by their workers in the interior of the island.

No importers interviewed had had any recent Canadian prices, nor did they appear to be much interested in them. The local representatives of the Canadian exporters are not quoting on account of prices being too high, and preference is shown for Norwegian.

QUALITY, ETC., IN DEMAND

Havana is decidedly fastidious in her fish requirements. What will sell in (say) Jamaica or even in the country districts of Cuba will have little or no sale here even at a comparatively cheap price. The appearance of the fish must be good, i.e., the flesh must be white, dry and firm. Canadian cod coming to this market are considered to be inferior to European judged by these standards. It is probably in such matters as the leaving on of the black nape and in less careful curing that the Canadian product falls short. Canadian methods of drying the cod are stated to be not equal to Norwegian.

Any Canadian exporter who desires to see a sample of Norwegian codfish as supplied to this market may obtain a case for inspection on application to the Canadian Trade Commissioner in Havana.

HOW TO SECURE THE TRADE

It would seem that, as direct freights and frequent deliveries are almost essentials in this trade, the best time of the year to attempt to obtain a footing

on the market would be in September. At that time and during the following two months there are almost weekly sailings from Halifax to Havana with potatoes, and these boats could also carry fish. If therefore local agents were furnished in advance with sample cases (not drums) of codfish, competitive in appearance with Norwegian fish, and were enabled to quote a price of roughly 50 cents per case below the current market price, business could be placed. The necessity for the lower initial price is occasioned by the fact that Canadian codfish is comparatively unknown to the merchants here and they will naturally require some special inducement to depart from their regular lines, the quality and selling power of which are established here and are well known to them. It is doubtful if the local trade would accept fish packed in drums. They admit of less careful packing and uniformity in size, and are also not so well suited to protect the appearance of the fish packed in them. The Havana market calls for cod from 18 inches to 22 inches in length.

HERRING

This fish is marketed both pickled and smoked, but does not constitute an important trade chiefly because Spanish sardines have such a strong hold. Up to about a year ago requirements were filled from Canada, but now herring is also received from Norway. Havana importers give the preference to the Norwegian herring; they consider that the quality is better, the fish being more perfectly smoked, the size more uniform and the prices very competitive. Preference is also given to it because it is shipped with the roe inside.

Smoked herring are generally received in boxes of 18 pounds net weight, with the following numbers per box: 50 to 60; 70 to 80; 90 to 100. Norway quotes from 90 cents to \$1.05 per box c.i.f. Havana. Canadian quotations are a few cents higher at the present time.

When sales of Canadian herring are made in Havana, the majority of these are through exporting houses in New York.

The terms of payment for Canadian and Norwegian firms are sight draft net against presentation of the shipping documents to the buyer on the arrival of the goods. New York exporters, on the other hand, generally allow 30 days sight draft or 45 days date of invoice.

The actual stock of smoked herring in the Havana market at present is estimated at about 5,000 boxes, and 3,000 boxes are expected to arrive very soon.

OTHER KINDS OF FISH

The Havana market is not interested in haddock, pollock, hake or mackerel. Although some importations have been made through this port, it is understood that these were for consumption in the interior.

AGENTS' COMMISSION

Some Canadian firms pay 2 per cent of the amount of the merchandise c.i.f. destined port; others 20 and 25 cents per drum of 128 pounds net of codfish. The commission per box of herring is 5 cents. Norwegian firms pay 2 per cent on the sale of codfish, and 5 per cent on the sale of herring on the price c.i.f. port of destination. New York houses pay from 1 per cent to 2 per cent for codfish and herring over the price c.i.f. port of destination.

IMPORT DUTIES

	Per 100 Kg.
Codfish and Hake—	
United States	\$0.975
Canada and other countries	1.30
Herring—	
United States	0.975
Canada and other countries	1.30

The duties are computed on the gross weight, deducting an official tare of 10 per cent on boxes or wooden drums. The duties on the drums are:—

From the United States	\$1.20 per 100 kg. plus 3 per cent public works tax	-
From Canada and other countries..	1.50 per 100 kg. plus 3 per cent public works tax	-

STEAMERS AND FREIGHT RATES

Between Canada and Havana there is no direct line of boats except during the potato season, and on this account the majority of Canadian general shipments are dispatched via New York. There are several regular steamship lines operating weekly between New York and Havana.

Between New York and Havana the freight rate for codfish and herring is 35 cents per 100 pounds, and this rate also applies to shipments between New York and Santiago de Cuba.

The Norwegian shipments to Havana are generally made by the Wilh. Wilhelmsen Line, which has a boat sailing about every 25 days. The freight rate for codfish is \$13 per 1,000 kg.; that for herring is \$11. The Wilh. Wilhelmsen Line is the only company which has a direct service between Norway and Havana.

The codfish trade of the southeast of the island entering Santiago de Cuba will be the subject of a later special report. That trade is altogether different, chiefly on account of the direct regular steamer sailings of Messrs. Pickford and Black Limited, from Halifax to Santiago de Cuba.

IMPORTATIONS OF CODFISH INTO CUBA DURING THE FOLLOWING YEARS

1926	First 6 Months		Second 6 Months	
	Kg.	\$	Kg.	\$
Canada	2,706,612	530,399	2,679,291	405,691
United States	266,972	52,343	194,515	31,735
Norway	2,586,974	558,929	2,597,935	379,694
United States (from other countries).	847,783	160,977	367,456	70,777
1927				
Canada	3,996,660	641,760	2,081,251	328,875
United States	249,883	36,485	98,350	18,872
Norway	2,718,303	455,926	2,277,314	428,059
United States (from other countries).	673,086	117,023	357,605	63,224
1928				
	Whole Year			
	Kg.	\$		
From all countries. . . .	12,971,879	2,559,535		

IMPORTATIONS OF HERRING INTO CUBA DURING THE FOLLOWING YEARS

1926	First 6 Months		Second 6 Months	
	Kg.	\$	Kg.	\$
Canada	123,154	14,865	67,633	7,372
United States	80,147	9,265	49,720	7,868
Norway	25,147	8,687	23,293	4,408
United States (from other countries)..	44,617	5,455	66,046	8,761
1927				
Canada	232,638	22,716	54,395	4,860
United States	117,949	14,158	99,980	13,957
Norway	38,831	6,886	2,043	427
United States (from other countries)..	129,383	11,556	51,393	5,684
1928				
	Whole Year			
	Kg.	\$		
From all countries. . . .	515,298	62,006		

TRADING WITH PANAMA

J. A. STRONG, CANADIAN TRADE COMMISSIONER

Panama City, December 16, 1929.—The Republic of Panama comprises an area of approximately 32,380 square miles, which includes the Panama Canal Zone, a strip of land extending five miles on either side of the Panama Canal, controlled by the Government of the United States.

POPULATION

The population of the republic is approximately 442,000, of which 52,069 are white, 267,961 Mestizos, 85,970 negroes—mainly West Indians—and 33,425 Indians. About 25 per cent of the population is centred in the cities of Panama and Colon.

CLIMATE

The climate is tropical. The mean temperature is around 80 degrees, with very slight variations from season to season. The dry season extends from December to April and the wet season from May to November.

DISTRIBUTING CENTRES

Panama City, the capital of the republic, with a population of around 60,000, is situated at the Pacific entrance to the Panama Canal. It is the chief commercial centre of the republic and the main distributing centre for the interior.

Colon, with the twin city Cristobal, which is in the Canal Zone, is the second most important centre. It is situated at the Atlantic entrance to the canal, forty miles from Panama. The population is around 31,200. The majority of the commission firms in Panama maintain branch offices in Colon.

BANKS

The Royal Bank of Canada has branches in both Panama City and Colon. Other foreign banks established in these centres are the National City Bank of New York and the Chase National Bank of New York.

CURRENCY, WEIGHTS, MEASURES, ETC.

The monetary unit is the gold balboa with par value equal to \$1 United States currency. The currency of the United States is the principal medium of exchange: all quotations should be in United States dollars. English weights and measures are in general use. While Spanish is the official language, English is generally understood by business men in Panama and Colon.

INDUSTRIES

The industries of Panama are of very minor importance, and are confined to articles for local consumption, mainly whisky, beer, soft drinks, hats, and shoes. The chief agricultural products are bananas, sugar, and cocoanuts. The United Fruit Company have recently begun development work in Chiriqui Province.

The most important factor in the economic life of Panama is the tourist trade. Official estimates of the number of tourists visiting Panama annually are not available, but the figures would undoubtedly be very large. For example, the passengers on all the steamships transiting the canal have an opportunity of spending one day at least in Panama City.

DOCUMENTATION

The following documents covering shipments of merchandise to Panama must be presented to a Panamanian consul for certification (there is a Panamanian consulate in Halifax, Montreal, Toronto, and Vancouver): (1) commercial invoice, three copies; (2) consular invoice, three copies; (3) bill of lading, four copies. The consular invoice must contain at least the following data:—

- (1) Name of shipper or consignor and that of consignee, the name of vessel, port of departure and port of destination.
- (2) The mark, number and kind of packages, quantity, net and gross weight in kilograms or if liquid capacity in litres, description of goods and partial and total price or value.
- (3) Number of packages must be stated, and when quotations are c.i.f. the costs of freight, insurance, packing, and commission should be added separately. When these are included duties are levied on the total amount of invoice.

The fee for certification of invoice is 2 per cent of invoice value. When amount of invoice is under \$50, the fee is \$1. Fee for certification of bill of lading is \$1 under \$100, and \$3 when amount is over \$100. There is no charge for certification of commercial invoice.

CANAL ZONE

The Panama Railway Company, which is controlled by the United States Government, maintains a system of commissaries in the Canal Zone for the purpose of supplying the needs of canal employees, of which there are approximately 36,600. They also have a virtual monopoly of the sale of supplies for ships passing through the canal. Total purchases in 1928 amounted to the value of \$9,334,407, of which the United States supplied to the value of \$6,804,054. Their requirements are purchased both locally and through their buying offices in New York and London.

A system is in effect whereby cargo may be shipped to the Canal Zone subject to orders of consignor or consignee after arrival, the Panama Railway Company acting as warehouseman.

TARIFF

There are no preferences granted under the customs tariff. There are three classifications in the tariff:—

- (1) Free of duty—vessels, seeds and plants, fuel oil, coal, live animals for breeding, samples of no commercial value, advertisements, cinematograph films, and raw materials for soap manufacture.
- (2) Subjects of special duties include liquors, mineral waters, sugar, honey, tobacco, maize, flour, beans, potatoes, milk, cement, barbed wire, and lumber. Duties are levied on gross weight, except tobacco, which is charged on legal weight.
- (3) All goods not included in Nos. (1) and (2). The rate is 15 per cent ad valorem.

There are no surcharges on duties.

COMMUNICATIONS

There are many steamship lines serving Panamanian ports. These include:—

United Fruit Company, New York-Panama.
Panama Pacific Line, New York-Panama.
Pacific Steam Navigation Company, New York-Panama.
Grace Line, New York-Panama.
Panama Railroad Steamship Line, New York-Panama.
Panama Mail Steamship Company, New York-Panama.
Pacific Line, New York-Panama.
Compania Sud. Americana de Vapores, New York-Panama.
North German Lloyd, Panama-Vancouver.
Hamburg American Line, Panama-Vancouver.

There is a regular air mail service between Panama and Miami, Florida, and an air mail and passenger service from Panama to Cartagena and Barranquilla, and from Panama to ports on the Pacific coast of South America. In addition, there is a daily air service across the isthmus between Panama and Colon for mail and passengers, and also a similar daily service from Panama to the city of David, 280 miles in the interior of Panama.

REPRESENTATION

Panama City, since it is a port of call for practically all the steamship lines plying between North American and European ports and the North and West Coast of South America, and also as the main air mail and passenger services between North and South America converge here, is probably visited by more business men from the United States and Europe than any other of the Central and South American countries.

The local market is a very competitive one, but the publicity value of having their goods introduced here should not be overlooked by Canadian exporters. The usual method of distribution is through a local commission agent, although a considerable number of the larger retail firms buy direct. Except under special circumstances, it would be preferable for a Canadian firm to appoint an agent. It must be remembered, however, that the better agents here have an unusually large number of agencies offered them since the travelling representatives of foreign firms passing through Panama have an opportunity of calling on them personally. In addition, a considerable number of these representatives who cover the South American countries visit Panama several times during the course of the year and themselves canvass the market.

FOREIGN TRADE OF MEXICO IN 1928

C. NOËL WILDE, CANADIAN TRADE COMMISSIONER

VII*

Exports—Continued

Raw or Semi-Manufactured Materials:—This item is composed of the following:—

	1925	1927	1928
Minerals (except gold and silver)	\$119,433,363	\$217,851,715	\$210,813,083
Petroleum	292,119,576	139,936,410	93,978,272
Henequen	31,419,913	33,867,542	36,177,496
Cotton	8,922,998	16,361,501	16,474,032
Other fibres	6,406,845	7,810,550	7,121,581
Hides	4,959,367	6,987,862	7,638,668
Zacaton	3,756,870	3,912,691	4,090,618
Chicle	8,636,699	8,566,605	9,912,745
Rubber	3,464,401	5,291,718	3,481,796
Lumber	1,787,381	5,424,521	4,629,149
Sundries	4,836,614	9,681,349	9,219,655
	\$485,744,027	\$455,692,464	\$403,537,095

It will be observed that raw materials form overwhelmingly the greater part of the exports of Mexico—a natural condition in view of the fact that the resources of the country consist principally of its wealth of minerals, oil and agricultural products. A further fact, shown by the above figures, is that

*The first three sections of this report embracing a general statement on the trade of Mexico and consideration of the imports of animals and food and drink, were published in No. 1350; the fourth, embracing semi-manufactured and the first section of manufactured products, in No. 1351; the fifth, covering the completion of manufactured products, in No. 1352; and the sixth, the first section of exports, in No. 1353.

the main exports consist of metals and petroleum; the former industry was one of the earliest to be worked in Mexico, mines of silver and gold existing before the Spanish occupation. The large development in oil production, on the other hand, is a matter of only the last thirty years.

Minerals (1925, \$119,433,363; 1928, \$210,813,083).—The three most important products of the mining industry, apart from the precious metals, are copper, lead and zinc. Smaller quantities of antimony, quicksilver, arsenic, tin, cadmium and vanadium are also produced. The mines are in the hands of a limited number of very large firms, with foreign affiliations, the number operated by local capital is comparatively insignificant. A number of the mines are said to be approaching exhaustion, but the mineral wealth of the country is so great that there does not at present appear to be any serious diminution in production. The great increase in exports shown above occurred in all the three principal metals, copper having increased by \$25,000,000, lead by \$24,000,000, and zinc by \$40,000,000, between the years 1925 and 1928.

Petroleum (1925, \$292,119,576; 1928, \$93,978,272).—In contrast with the exports of minerals, it will be observed that this item is decreasing rapidly; in fact, there are only two companies of importance at present operating in the Mexican field. The cause of this decrease is a matter of controversy, but is attributed partly to the exhaustion of the wells, and partly to discoveries which have been made in recent years in other countries (such as Venezuela). Other influences contributing to the same result are excessive taxation, world overproduction, and unwillingness to open up new fields.

Henequen is the fibre of which binder twine is made; its sale is a monopoly of the State of Yucatan. Cotton is grown largely in the "Lagunera" district of Northern Mexico, and also on the West Coast; exports vary in accordance with the harvests, and are sent to the United States, Germany and Great Britain. Other fibres consist of "Tampico fibre," "kapok" or "pochote," and a few others of similar qualities. Hides consist principally of goat skins and cowhides, which are collected by agents of foreign buyers and shipped almost in their entirety to the United States. Zacaton is exported in large quantities to Europe, and is used in the manufacture of coarse brushes and brooms. Chicle is the raw material of chewing gum, and is collected by native contractors, who deliver it to agents of the purchasers at central points. Rubber is derived principally from the "guayule"—a small shrub which grows wild in Northern Mexico, and produces a latex practically identical with that of the ordinary rubber tree; the business is in the hands of one large corporation, which ships the production in its entirety to the United States. Lumber consists of native hardwoods, principally mahogany, which are shipped to the United States, Germany, France and other countries; a certain amount is also sent to British Honduras for shipment from Belize.

"Sundries" includes small quantities of fertilizers, feathers, furs, plants, cotton seed, oil, sesame, linseed, turpentine, resin, vegetable wax, tobacco, charcoal, dyewoods, marble, coal and coke, wool, shells, animal oils, and various medicinal herbs and roots.

Manufactured Products.—This classification is made up as follows:—

	1925	1927	1928
Cordage	\$ 652,340	\$1,964,681	\$1,111,542
Hats, straw	679,043	986,051	421,232
Chemicals	235,008	286,073	200,114
Sundry	615,100	1,469,529	960,366
	<hr/> \$2,181,491	<hr/> \$4,706,334	<hr/> \$2,693,254

As will be seen, none of the above are exported in large quantities. The cordage consists of binder twine and rough rope, which is exported to the

United States, and to a certain extent to the Republic of Honduras. The hats are a cheap but serviceable form of straw hat, somewhat similar to the Panama. Chemicals consist of sulphate of ammonia and glycerine, together with small quantities of drugs, and vegetable extracts. Sundries are composed of a large variety of products, such as starch, soaps, candles, essential oils, tobacco, shoes, leather goods, textiles, paper, books, bricks, porcelain, iron and steel, jewellery, ammunition, matches, etc. In no case does the annual value of exports of any individual item amount to \$100,000. The only item of interest to Canadian importers appears to be straw hats, and these can be purchased from dealers in Mexico without visiting the country.

Gold, Silver and Bullion.—This is made up as follows:—

	1925	1927	1928
Gold bullion	\$ 9,956,690	\$ 2,294	.....
Silver bullion	125,744,287	84,354,221	\$88,018,602
Sundry	65,334	1,053,495	371,463
	<hr/> \$135,766,311	<hr/> \$85,410,010	<hr/> \$88,390,065

As will be seen, by far the largest item consists of silver bullion; Mexico is still the leading producer of this metal, and is credited with one-third of the total world production. She is fourth in the production of gold, but exports of bullion are prohibited. The item of "sundries" consists of currency exported.

Re-exports consist of such minor items as cuttings of tin plate, empty containers, household goods, samples, steel and iron goods, and machinery.

In conclusion, it should be emphasized that in many cases it is not practicable to secure supplies of raw material from Mexico without first making a personal visit to the country for the purpose of investigating the conditions under which they are exported, and the methods by which the business is done. The products which are exported in the largest quantities (oil and minerals) are controlled almost entirely by foreign corporations. Others form a state monopoly (such as henequen). Many others which are cultivated or produced by Mexican owners are exported by the agents of foreign firms, who buy the output as available and make all arrangements for shipment.

There are, however, a number of products (some of which are referred to above) which can be secured without a personal visit to the country. When it is desired to purchase these, inquiries should be made in the first place of the nearest Mexican Consul, who is usually in a position to provide full information as to possibilities of supply and the names of importers. In default of all other sources of information, recourse may be made to the services of the Canadian Trade Commissioner, who is always willing to render such assistance as is possible.

WHAT THE CANADIAN EXPORTER CAN DO FOR THE TRADE COMMISSIONER

The meagre information frequently furnished by Canadian exporters places a serious handicap on the Trade Commissioner in his efforts to market their products. A general statement of the facts about the exporter, his bank references, whether he is already engaged in foreign trade and for what period and to what extent—these are some of the essentials that should be given in the first letter to the Trade Commissioner. He also wants general data about the commodity which the exporter wishes to sell in that particular market, noting any special advantages pertaining to the line offered, particularly as compared with well-known articles of the same type from other countries. He wants to know exactly what the manufacturer is himself willing to do to place his goods in the new field: the basis on which sales would be made to the importer or on

which goods could be offered for sale by a recognized agent, and the commission that would be paid the latter; what would be required of an importing house or agent in order to obtain the agency for the line; whether the manufacturer would send consignment stock or samples and in what quantity; whether he is prepared to advertise or co-operate in advertising and to what extent; the facilities possessed by the manufacturer for export shipment, and the kind of supervision that is exercised by him over the packing of goods destined for a distant market.

PRICES

Prices should never be quoted from an interior manufacturing point in Canada. Where quotations c.i.f. port of destination are not practicable, they should be given f.o.b. steamer, but it is strongly recommended that prices should be quoted c.i.f. This is a most important point, as the foreign buyer has no definite knowledge of the charges likely to be incurred if quotations are f.o.b. cars at port of shipment and freight rates from some interior port in Canada to the seaboard are unobtainable in foreign countries. He has no means of knowing insurance rates, or the elements that enter into the fixing of the premiums. As a rule he is unable to obtain a quotation of an outward freight rate at an inward port, as the general practice of steamship companies is to refer a request for a freight rate from (say) Montreal to Auckland to the agent in the former city, although an approximate rate may be quoted. The foreign buyer is at a distinct disadvantage unless prices are quoted c.i.f.

DISCOUNTS

Discounts should be printed, or typewritten, preferably on a folder or slip accompanying the catalogue. In submitting an illustrated descriptive catalogue to prospective customers the importer should not be placed in the position of having to disclose the exact terms on which the goods are offered to him.

GROSS AND NET WEIGHT

A knowledge of the gross and net weights per unit quoted is essential. Without these the prospective purchaser is unable to estimate laid down costs.

SUMMARY OF POINTS TO BE NOTED

The fullest possible information in regard to the commodity and complete details on the following points would greatly aid the Trade Commissioners in the intelligent handling of inquiries addressed to them as to the introduction and subsequent marketing of Canadian goods on behalf of exporters:—

1. Cable address, code used, and special code words not in the regular code books.
2. (a) The basis on which prices are quoted, whether c.i.f. main foreign ports, f.a.s. Canadian ports, or f.o.b. vessel.
(b) Are prices in Canadian or American funds?
(c) If prices are c.i.f. and transshipment has to be made, are such items as consular charges and disbursements at port of transshipment and/or unloading for account of buyer?
3. Are quotations firm or subject to change without notice due to fluctuations in costs of raw material?
4. On what quantity basis are quotations made? Can prices be reduced on quantity orders, and if so how much?
5. Are orders subject to acceptance by exporter?
6. What brand do lines bear, and are these to be sold under this brand in foreign markets?
7. What is the nature of packing? Heavy wooden crates, boxes, new bags or burlap?

8. Are lines stocked and available for immediate shipment? If not, how long after receipt of order will goods go forward?
9. What are your terms? Is there a special discount for cash?
10. What is the gross and net weight in pounds? Measurement in cubic feet?

With the foregoing information on hand, supplemented by recent catalogues and descriptive literature, and, if not too bulky, samples—not necessarily a full range—Trade Commissioners are put in a position to give at short notice the best service to Canadian exporters and can either place them in communication with reliable importers or recommend suitable agents.

TARIFF CHANGES AND CUSTOMS REGULATIONS

French Tariff Changes

Mr. Hercule Barré, Canadian Trade Commissioner in Paris, writes under date December 3, 1929, as follows:

A new tariff bill providing for higher rates of duty on sugar and products containing, effective on November 19, has been passed by the French Government. The new law also lowers the consumption duty on sugar, molasses and glucose.

The consumption duty on refined or agglomerated sugar and crude sugar for direct consumption, as well as crude sugar for refining, has been reduced from 100 francs (about \$4) to 85 francs (\$3.40) per 100 kilograms (220 pounds); while the consumption duty on sugar candy is reduced from 107 francs (\$4.28) to 90.95 francs (\$3.64) per 100 kilograms.

The following table establishes a comparison between the old and revised rates on some of the products affected which are of most importance to Canadian exporters. The rates quoted are those which are applicable to exports from Canada.

Item	Description	Old Rate Fr. per 100 Kg.	New Rate Fr. per 100 Kg.
35 quarter Condensed milk, whole or skimmed, with a sugar content of:			
	Less than 42 per cent—		
	Liquid or in paste	87.50	103.50
	Solid (blocks, slabs, powder, etc.)	100.00	116.00
	From 42 per cent to 50 per cent—		
	Liquid or in paste	100.00	120.00
	Solid	112.50	132.50
	50 per cent or over	125.00	165.00
NOTE.—The consumption duty on the sugar content is included in the Customs duty.			
Ex 86 Fruit (except pineapples) preserved in a liquid containing sugar		50.00	135.00

NOTE.—25 per cent of the consumption duty and refining tax on refined sugar must be paid in addition on the total net weight of the fruit.

The franc equals about 4 cents Canadian and 100 kilogs equals 220 lbs.

Higher rates are also provided for on milk food, raw and refined sugar, molasses, syrup, glucose, chocolate, candies and confectionery, jams, sweet biscuits, beets, and sugar cane.

Tea Import Regulations in British West Indies

F. L. Casserly, Acting Canadian Trade Commissioner in Port of Spain, writes under date December 11, 1929, that the Governments of the following colonies have enacted, as from the dates mentioned hereunder, similar regulations governing the importation of tea as were noted in the case of Grenada on page 690 of *Commercial Intelligence Journal* No. 1346 (November 16 last): Montserrat, October 30; Virgin Islands, November 8; St. Christopher-Nevis, November 21; Trinidad, November 28.

Origin to be Shown on Shipments to Irish Free State

Mr. J. H. English, Canadian Trade Commissioner in Dublin, advises that the Irish Free State Government have adopted regulations requiring that after January 1, 1930, customs entries for imported bacon, butter, wheat, wheat flour, maize, wines, building cement, touring motor cars, commercial motor cars, and automobile tires, must show the country of origin. What is required from a manufacturer or shipper, in Canada, for example, the Trade Commissioner reports, is a statement on the invoice to the effect that the goods are made in Canada. Affidavits are not necessary.

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING JANUARY 6

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending January 6, 1930, with the official bank rate. Quotations for the week ending December 30, 1929, are also given for the sake of comparison.

Country	Unit	Parity	Nominal Quotations in Montreal Week ending Dec. 30	Nominal Quotations in Montreal Week ending Jan. 6	Official Bank Rate
Austria	Schilling	.1407	\$.1440	\$.1439	7½
Belgium	Belga	.1390	.1414	.1410	3½
Bulgaria	Lev	.0072	.0073	.0073	10
Czechoslovakia	Krone	.....	.0300	.0299	5
Denmark	Krone	.2680	.2709	.2705	5
Finland	Markka	.0252	.0254	.0254	7
France	Franc	.0392	.0398	.0397	3½
Germany	Reichsmark	.2382	.2414	.2410	7
Great Britain	Pound	4.8666	4.9343	4.9223	5
Greece	Drachma	.0130	.0131	.0131	9
Holland	Guilder	.4020	.4077	.4073	4½
Hungary	Pengo	.1749	.1768	.1767	7½
Italy	Lira	.0526	.0529	.0528	7
Jugo-Slavia	Dinar	.1930	.0179	.0179	6
Norway	Krone	.2680	.2709	.2704	5
Portugal	Eseudo	1.0805	.0454	.0454	8
Roumania	Leu	.0060	.0061	.0061	9
Spain	Peseta	.....	.1353	.1331	5½
Sweden	Krona	.2680	.2721	.2715	4½
Switzerland	Franc	.1930	.1963	.1959	3½
United States	Dollar	1.00	1.0106	1.0098	4½
Argentina	Peso (Paper)	.4244	.4168	.4115	..
Brazil	Milreis	.1196	.1137	.1107	..
Chile	Peso	.1217	.1225	.1222	6
Colombia	Peso	.9733	.9777	.9770	9
Mexico	Peso	.4985	.4805	.4840	6-7
Peru	Libra	4.8666	4.0425	4.0292	7
Venezuela	Bolivar	.1930	.1950	.1943	..
Uruguay	Peso	1.0342	.9600	.9492	..
Cuba	Peso	1.0000	1.0103	1.0095	..
Java	Guilder	.4020	.4025	.4064	5½
Shanghai	Tael	.....	.5343	.5049	..
India	Ruppee	.3650	.3701	.3698	7
Japan	Yen	.4985	.4957	.4963	5.48
Siam	Baht (Tical)	.4424	.4598	.4594	..
Straits Settlements	Dollar	.5678	.5696	.5692	..
Jamaica	Pound	4.8666	4.9065	4.9230	..
British Guiana . . . . .	\$	..	..	..	..
Barbados	\$	1.0000	1.02 ⅞—1.01 ⅞	1.03 ⅞—1.03 ⅞	..
Trinidad . . . . .	\$	..	..	..	..
Other British West Indies	\$	1.0000	1.01 ⅞—1.01 ⅞	1.02 ⅞—1.02 ⅞	..
Martinique	Franc	.0392	.0398	.0397	..
Guadeloupe	Franc	.0392	.0398	.0397	..

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT KINGSTON, BELLEVILLE, PETERBOROUGH, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.); AND THE MARITIME PROVINCES TRADE COMMISSION, TORONTO.

Canadian exporters should, for follow-up purposes, send a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which it emanated.

Foodstuffs

68. A firm of brokers and agents in Hamburg, Germany, wish to get in touch with Canadian exporters of all kinds of foodstuffs.

69. EVAPORATED APPLES.—A Bergen (Norway) agent wishes to represent a Canadian exporter of evaporated apples.

70. EVAPORATED APPLES.—A Copenhagen firm of agents wish to represent a Canadian exporter of evaporated apples.

71. ROLLED OATS.—A Copenhagen firm of agents wish to represent a Canadian exporter of rolled oats.

72. WHEAT FLOUR.—An Aarhus (Denmark) agent wishes to represent a Canadian wheat flour mill.

73. GRAIN.—A firm of brokers and agents in Hamburg, Germany, wish to get in touch with Canadian exporters of grain.

74. GROATS.—An Aarhus (Denmark) agent wishes to represent a Canadian exporter of groats.

Miscellaneous

75. ELECTRIC MOTORS.—Firm of commission agents in Athens desire to act as representative for exporter of electric motors.

76. SOLE LEATHER.—A manufacturers' agent in Hongkong asks to be supplied with specifications, samples, and prices of D grade sole leather.

77. RUBBER GOODS.—Commission agent in Salonica would like to represent Canadian manufacturer of overshoes, tires, and rubber goods in general.

78. RUBBER SUNDRIES.—A commission agent in Montevideo seeks the representation of a Canadian company manufacturing rubber sundries, including toys, hot-water bottles, gloves, bathing caps, etc.

79. GREASE-PROOF PAPER.—A firm in Hamilton, Bermuda, wish to hear from Canadian exporters of grease-proof paper, put up in rolls of 9, 12, 15, 18, 20, and 24 inches width, each roll to be about 9 inches in diameter. Quantity required, 3- and 5-ton lots, each side to be tied, four rolls to a shipping bundle. Price requested on above lots.

80. ROLLER SKATES.—A Liverpool firm of wholesale distributors are open to consider offers of Canadian roller skates. Samples and full particulars, including c.i.f. Liverpool quotations, necessary.

81. WIND MILLS AND WATER PUMPS.—Firm of commission agents in Athens desire to act as representative for exporter of wind mills and water pumps.

82. D HANDLES FOR SHOVELS.—A Birmingham indent house ask to be placed in touch with Canadian manufacturers of D handles for shovels.

83. DOUGLAS FIR FLOORING BLOCKS OR STRIPS.—A Liverpool firm prominently connected with the flooring trade of this country are inquiring for a Canadian source of supply for Douglas fir flooring blocks or strips. Sizes of the blocks are 9 inches by 3 inches by $1\frac{1}{8}$ inch and $\frac{7}{8}$ inch finished, or $8\frac{1}{2}$ inches by $2\frac{1}{2}$ inches by $1\frac{1}{8}$ inch and $\frac{7}{8}$ inch finished. Alternatively this firm are interested in strips to manufacture one of these sizes in their mills after stoving.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Halifax

To LIVERPOOL.—Newfoundland, Jan. 25; Nova Scotia, Feb. 18—both Furness Line; Arabic, Jan. 13; Albertic, Jan. 27 and Feb. 24; Norwegian, Feb. 3; Doric, Feb. 10—all White Star Line; Delilian, Leyland Line, Jan. 13; Manchester Producer, Jan. 14; Manchester Exporter, Jan. 28—both Manchester Line; Lancastria, Cunard Line, Jan. 20.

To LONDON.—Bolivian, Jan. 20; Napierian, Feb. 3—both White Star Line; Concordia, Jan. 13; Alaunia, Jan. 27; Aurania, Feb. 10; Vardulia, Feb. 17—all Cunard Line; London Corporation, Jan. 13; London Exchange, Jan. 27; Cairngowan, Feb. 6; London Merchant, Feb. 10—all Furness Line.

To MANCHESTER.—Manchester Producer, Jan. 16; Manchester Division, Jan. 25; Manchester Exporter, Jan. 28—all Manchester Line; Delilian, Leyland Line, Jan. 13; Norwegian, White Star Line, Feb. 3.

To HULL.—Cairngowan, Furness Line, Feb. 6.

To GLASGOW.—Airthria, Jan. 19; Cranley, Feb. 9; Salacia, Feb. 22—all Anchor-Donaldson.

To GOTHENBURG.—Drottningholm, Jan. 27 and Feb. 24; Gripsholm, Feb. 3—both Swedish-American Line.

To BREMEN.—Stuttgart, Furness Line, Jan. 25.

To ST. JOHN'S, Nfld.—Newfoundland, Furness Line, Jan. 25; Silvia, Jan. 14 and 28; Rosalind, Jan. 21—both Furness-Red Cross Line; Farnorth (also calls at North Sydney), Farquhar SS., Jan. 17, 31, and Feb. 14; Sollund (also calls at Newfoundland outports), Newfoundland-Canada SS., Jan. 15, 31, and Feb. 12.

To ST. PIERRE-MIQUELON.—Farnorth, Jan. 17 and Feb. 14; Fernfield, Jan. 21, Feb. 4 and 18; Sambro, Jan. 27 and Feb. 14—all Farquhar SS.; Sollund, Newfoundland-Canada SS. Ltd., Jan. 16 and 30 and Feb. 13.

To SOUTH AMERICAN PORTS.—Canadian Skirmisher, Jan. 20; Canadian Traveller, Feb. 20—both Canadian National.

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSEIRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Lady Drake, Jan. 24; Lady Nelson, Feb. 7; Lady Hawkins, Feb. 21—all Canadian National; a steamer, Jan. 16; Peter Maersk, Jan. 30; Agnete Maersk, Feb. 13—all Ocean Dominion (do not call at Nevis, Montserrat, or Dominica).

To HAMILTON, BERMUDA; NASSAU, BAHAMAS; KINGSTON, JAMAICA; AND BELIZE, BRITISH HONDURAS.—Lady Somers, Jan. 18 and Feb. 15; Cathcart (does not call at Bermuda or Nassau), Jan. 25; Lady Rodney, Feb. 1; Cavelier (does not call at Bermuda or Nassau), Feb. 8—all Canadian National.

To PORTO RICO, ST. KITTS, ANTIGUA, GUADELOUPE, MARTINIQUE, BARBADOS, TRINIDAD AND DEMERARA.—Cornwallis, Jan. 16; Champlain (also calls at St. Vincent, Grenada and Tobago), Jan. 30; Colborne, Feb. 13—all Canadian National.

To SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Ottar (also calls at Montego Bay and other Jamaica outports), Feb. 5; Caledonia, Jan. 22 and Feb. 19—both Pickford & Black.

To AUSTRALIAN PORTS.—Canadian Cruiser, Jan. 15; Canadian Leader, Feb. 15—both Canadian National.

To NEW ZEALAND PORTS.—Canadian Explorer (also calls at Napier), Jan. 25; Canadian Transporter, Feb. 25—both Canadian National.

From St. John

To AVONMOUTH, CARDIFF AND SWANSEA.—Airthria, Jan. 18; Vardulia, Feb. 15—both Anchor-Donaldson.

To BELFAST AND DUBLIN.—Carrigan Head, Head Line, Jan. 13 (cargo accepted for Londonderry and Cork).

To GLASGOW.—Beaverburn, Canadian Pacific, Jan. 24 and Feb. 21; Airthria, Jan. 18; Cranley, Feb. 8; Salacia, Feb. 21—all Anchor-Donaldson.

To HULL.—A steamer, Furness Line, Jan. 23.

To LIVERPOOL.—Duchess of York, Jan. 17; Melita, Jan. 24; Montrose, Feb. 1; Minnedosa, Feb. 7; Montcalm, Feb. 14; Beaverburn, Feb. 21—all Canadian Pacific.

To LONDON.—Beaverdale, Jan. 17 and Feb. 21; Beaverhill, Jan. 24; Metagama, Jan. 31; Beaverbrae, Feb. 7; Beaverford, Feb. 14—all Canadian Pacific; a steamer, Furness Line, Jan. 23.

To MANCHESTER.—Manchester Division, Jan. 23; Manchester Brigade, Feb. 7; Manchester Commerce, Feb. 21—all Manchester Line.

To ANTWERP.—Beaverhill, Jan. 24; Metagama, Jan. 31; Beaverdale, Feb. 21—all Canadian Pacific; Kent County, Jan. 17; Brant County, Feb. 6; York County, Feb. 28—all County Line.

To HAMBURG.—Beaverdale, Jan. 17; Beaverbrae, Feb. 7; Melita, Feb. 20—all Canadian Pacific; Kings County, Jan. 13; Emden, Jan. 28; Laval County, Feb. 15; Hada County, Feb. 28—all County-Hamburg American Line.

To SOUTH FRANCE AND ITALIAN PORTS.—Valfiorita, Lloyd-Mediterraneo Italian Service, Jan. 15.

To HAVRE.—Kent County, Jan. 17; Brant County, Feb. 6—both County Line.

To ROTTERDAM.—Hada County, Jan. 16; Grey County, Feb. 3; York County, Feb. 28—all County Line.

To PORT SAID, SUEZ, PORT SUDAN, ADEN, MOMBASSA, KILINDINI, TANGA, DAR-ES-SALAAM, MADRAS, RANGOON AND CALCUTTA.—City of Agra, American and Indian Steamship Line, Jan. 23 (cargo accepted for Zanzibar and other ports as required).

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Lady Drake, Jan. 16; Lady Nelson, Jan. 30; Lady Hawkins, Feb. 13—all Canadian National; Peter Maersk, Jan. 20; Agnete Maersk, Feb. 5; a steamer, Feb. 21—all Ocean Dominion (do not call at Nevis, Montserrat or Dominica).

To ST. PIERRE-MIQUELON AND ST. JOHN'S, NFLD.—Sollund, Newfoundland-Canada SS. Ltd., Jan. 28.

From Vancouver

To YOKOHAMA, KOBE, SHANGHAI, HONGKONG AND MANILA.—Empress of Canada, Canadian Pacific, Feb. 15.

To YOKOHAMA, KOBE, MIKE AND HONGKONG.—Teucer, Jan. 28; Talthybius, Feb. 18—both Blue Funnel.

To YOKOHAMA, KOBE, OSAKA AND DAIREN.—Paris Maru, Jan. 28; London Maru, (also calls at Taku), Feb. 28—both Osaka Shosen Kaisha.

To AUCKLAND, WELLINGTON, DUNEDIN AND LYTTELTON.—Golden West (does not call at Dunedin), Jan. 20; Golden Coast, Feb. 19—both Oceanic and Oriental Navigation Co.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Aorangi, Canadian-Australasian Line, Feb. 6.

To AUCKLAND, WELLINGTON, MELBOURNE, ADELAIDE AND SYDNEY.—Hauraki, Canadian-Australasian Line, Jan. 18.

To NAPIER, LYTTELTON, DUNEDIN, NELSON AND NEW PLYMOUTH.—Waihemu, Canadian-Australasian Line, Jan. 18.

To MELBOURNE.—Bonnington Court, Australian B.C. Shipping Co. Ltd., Jan. 18.

To SYDNEY, MELBOURNE AND PORT LINCOLN.—Oakworth, Australian B.C. Shipping Co. Ltd., Feb. 1.

To BRISBANE, SYDNEY, MELBOURNE AND ADELAIDE.—Anten, Transatlantic SS., February.

To NEW ZEALAND PORTS.—Brookwood, Empire Shipping Co. Ltd., Feb. 15.

To LIVERPOOL, SOUTHAMPTON, LONDON AND ROTTERDAM.—Drechttyk, North Pacific Coast Line, Jan. 15.

To MANCHESTER.—Pacific Enterprise, Furness Pacific Limited, Jan. 25.

To HAVRE, DUNKIRK, ANTWERP AND BORDEAUX.—Iowa, Jan. 22; Texas, Feb. 4—both French Line.

To BARCELONA, MARSEILLES, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Cellina, Navigazione Libera Triestina, Feb. 7.

To BAHIA BLANCA, BUENOS AIRES, MONTEVIDEO, ROSARIO AND SANTA FÉ.—Villanger, Westfal-Larsen, February.

To PORT OF SPAIN, TRINIDAD, BRIDGETOWN AND BARBADOS.—Tacoma, Canadian Transport Co. Ltd., Jan. 25.

Note.—Firms who desire information concerning ocean mail services may have their names placed on the mailing list of the Post Office Weekly Bulletin by applying to the Post Office Department.

87

**LISTS OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT
OF TRADE AND COMMERCE**

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

Copper Bars and Rods Bounty Act.
Electricity and Fluid Exportation Act. Electricity Inspection Act.
Electric Units Act. Gas Inspection Act. Gold and Silver Marking Act.
Grain Act. Hemp Bounty Act. Inland Water Freight Rates Act.
Statistics Act. Weights and Measures Inspection Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents.)
Canada-West Indies Conference (1920). (Price 25 cents.)
Canada-West Indies Conference Report (1925). (Price \$1.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 10 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada \$3.50; single copies, 10 cents.
Czechoslovakia as a Market for Canadian Products (1927). (Price 25 cents.)
Denmark as a Market for Canadian Products (1926). (Price 25 cents.)
French-Canadian Homespun Industry.
Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)
Lumber Market of Japan (1926). (Price 25 cents.)
Markets of British Malaya (1923). (Price 25 cents.)
Markets of Central America (1929). (Price 25 cents.)
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price 25 cents.)
Peru as a Market for Canadian Products (1926). (Price 25 cents.)
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)
Russian Trade (1916). (Price 25 cents.)
Sweden as a Market for Canadian Products (1928). (Price 25 cents.)
Switzerland as a Market (1929). (Price 25 cents.)
Trade of the African Sub-Continent (1928). (Price 25 cents.)
Trade of the New Countries of Southeast Europe (1921). (Price 25 cents.)
Trading Opportunities in Scandinavia (1922). (Price 25 cents.)
Trade Possibilities of the Baltic States (1929). (Price 25 cents.)
Trading with Colombia and Venezuela (1928). (Price 25 cents.)
Trading with Egypt (1921). (Price 25 cents.)
Trading with Greece (1921). (Price 25 cents.)
Trading with Spain (1926). (Price 25 cents.)
West Africa and its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.

Census of Canada.
Census of Prairie Provinces (1916).
Miscellaneous Statistics respecting the following: Criminal: Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones water, etc.: Production, including agriculture, furs, fisheries, forestry, mining and manufactures: Vital (annual and monthly).
Monthly Bulletin of Agricultural Statistics.
Sixty Years of Canadian Progress (1927). (Price 10 cents.)
Year Book of Canada.
Report of the Dominion Statistician, Annual.
Trade of Canada (Imports and Exports), Annual and Monthly.
Trade (Internal), Including grain, live stock, coal prices, etc.

COMMERCIAL INTELLIGENCE SERVICE

CANADIAN TRADE COMMISSIONERS

Argentina Republic

E. L. McColl, B. Mitre 430, Buenos Aires. *Cable Address, Canadian.* Territory includes Chile and Uruguay.

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*
Commercial Agent: B. Millin, The Royal Exchange Building, Sydney, N.S.W.

Belgium

Jean J. Guay, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.* (Territory includes Roumania, Bulgaria, Hungary.)

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Ed. Da "A Noite"—Sala 802, Praca Maua. *Cable Address, Canadian.*

British West Indies

Trinidad: R. T. Young. Address for letters—P.O. Box 125, Port of Spain. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*
Jamaica: F. W. Fraser, P.O. Box 225, Kingston. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, Bermuda, the Bahamas and British Honduras.) *Cable Address, Canadian.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—North China Daily News Building, 17 The Bund, Shanghai. *Cable Address, Canadian.*

Cuba

James Cormack. Address for letters—Apartado 1945. Office Address: Calle Obrapia 35, Havana, Cuba. (Territory includes San Domingo and Porto Rico.) *Cable Address, Canadian.*

France

Hereule Barré, 3 rue Scribe, Paris (9). *Cable Address, Cancomac.* (Territory includes French Colonies in North Africa, Egypt, Palestine, Syria.)

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Canadian.* (Territory covers Germany—except the Rhine Valley—Czechoslovakia, Austria, Poland, Esthonia, Latvia, Lithuania and Soviet Russia.)

Greece

Henri Turcot, 8 Metropole Street, Athens. (Territory includes Turkey.) *Cable Address, Canadian.*

Hongkong

Paul Sykes. Address for letters—P.O. Box 80. Office—Exchange Building, Hongkong. Territory includes South China, the Philippines, and Indo-China. *Cable Address, Canadian.*

India and Ceylon

Richard Grew, P.O. Box 2003, office, 8 Esplanade Mansions, Government Place East, Calcutta. *Cable Address, Canadian.*

Irish Free State

J. H. English, 66 Upper O'Connell street, Dublin. *Cable Address, Canadian.*

Italy

A. B. Muddiman, Via Manzoni Nr. 5—Milan (102). *Cables, Canadian.* Territory includes Spain, Portugal, Gibraltar, Canary Islands, Malta, Italian Colony in Africa, Albania, Jugoslavia, and Cyprus.)

Japan

Tokyo: J. A. Langley, Commercial Secretary. Address for letters, P.O. Box F. 101, Tokyo Central. Office, Imperial Life Assurance Building, Marunouchi, Tokyo. *Cables, Canadian.*
Kobe: Acting Trade Commissioner. Address for letters, P.O. Box 230. Office, Chamber of Commerce Bldg., Kobe. *Cables, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. (Territory includes Central American Republics.) *Cable Address, Cancoma.*

Netherlands

J. C. Macgillivray, Beursplein 26B, Rotterdam. (Territory includes the Rhine valley and Switzerland.) *Cable Address, Canadian.*

Netherlands East Indies

G. R. Heasman, Trade Commissioner; P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, and Siam.) *Cable Address, Canadian.*

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C. M. Croft. Address for letters, P.O. Box 33 Auckland. Office, Yorkshire House, Shortland street, Auckland. *Cable Address, Canadian.*

Norway

F. H. Palmer, Jernbanetorvet 4. Oslo. (Territory includes Scandinavian countries and Finland.) *Cable Address, Canadian.*

Panama

J. A. Strong, P.O. Box No. 222, Panama City. (Territory includes Venezuela and Colombia.) *Cable Address, Canadian.*

Peru

G. R. Stevens, Calle Coca 478, Lima. (Territory includes Bolivia and Ecuador.) *Cable Address, Canadian.*

South Africa

C. S. Bissett, P.O. Box 683. Office, Westminster House, Alderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

London: Harrison Watson, Canadian Building, Trafalgar Square, S.W. 1, England. *Cable Address, Sleighing, London.*

London: J. Forsyth Smith, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C. 2. *Cable Address, Canfrucum.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany and Spain.)

Liverpool: Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street, *Cable Address, Canadian.*

Bristol: Douglas S. Cole, Sun Building, Clare street. *Cable Address, Canadian.*

Glasgow: Gordon B. Johnson, 200 St. Vincent Street, Scotland. *Cable Address, Cantracom.*

United States

New York City: Frederic Hudd, 44 Whitehall street. *Cable Address, Cantracom.*

Chicago: R. S. O'Meara, Willoughby Tower, 8 S Michigan Avenue. *Cable Address, Canadian.*

NOTE.—Bentley's Second Phrase Code is used by Canadian Trade Commissioners.

Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. James Malcolm, M.P.

Deputy Minister: F. C. T. O'Hara

Director, Commercial Intelligence Service: C. H. Payne

Published in English and French. Subscription Price for either edition: \$1 per annum in Canada (single copies 5 cents each); \$3.50 outside the Dominion (single copies 10 cents each). Remittances, which may be made by Post Office or Express Orders, or Drafts, or Cheques, payable at par in Ottawa; should be addressed to the King's Printer, Government Printing Bureau, Ottawa.

Vol. XLII Ottawa, January 18, 1930 No. 1355

TABLE OF CONTENTS

	Page		Page
Market for Electrical Equipment in Irish Free State.. . . .	89	Trade and Economic Conditions in China.. . . .	114
Australian Financial and Commercial Conditions.. . . .	100	North China and Manchuria as a Market—III.. . . .	115
Canadian Trade Possibilities through Birmingham Indent Firms.. . . .	102	Tenders for New League of Nations Buildings in Geneva.. . . .	120
North of England Market for Boneless Cod.. . . .	103	Tours by Trade Commissioners.. . . .	120
Market for Christmas and Motto Cards in North of England.. . . .	104	Mr. Macgillivray's Itinerary.. . . .	120
Imports of Motor Cars into India.. . . .	104	Tariff Changes, etc.—	
Woodpulp Industry in Japan.. . . .	107	British Merchandise Marks: New Marking Order.. . . .	121
Paper Industry of Japan.. . . .	108	British Guiana Tariff Changes.. . . .	121
Proposed Japanese Import Tariff Revision.. . . .	110	Goods Liable to Duty on First Importation into Trinidad.. . . .	121
Market for Packing House Products in Hongkong and South China.. . . .	111	New Egyptian Tariff.. . . .	122
Market for Cheese in Central and North China.. . . .	112	Greek Flour Regulations.. . . .	122
		Foreign Exchange.. . . .	123
		Trade Inquiries.. . . .	124
		Sailings from Canadian Ports.. . . .	125
		List of Acts, etc., Administered.. . . .	127
		Commercial Intelligence Service.. . . .	128

MARKET FOR ELECTRICAL EQUIPMENT IN THE IRISH FREE STATE*

JOHN H. ENGLISH, CANADIAN TRADE COMMISSIONER

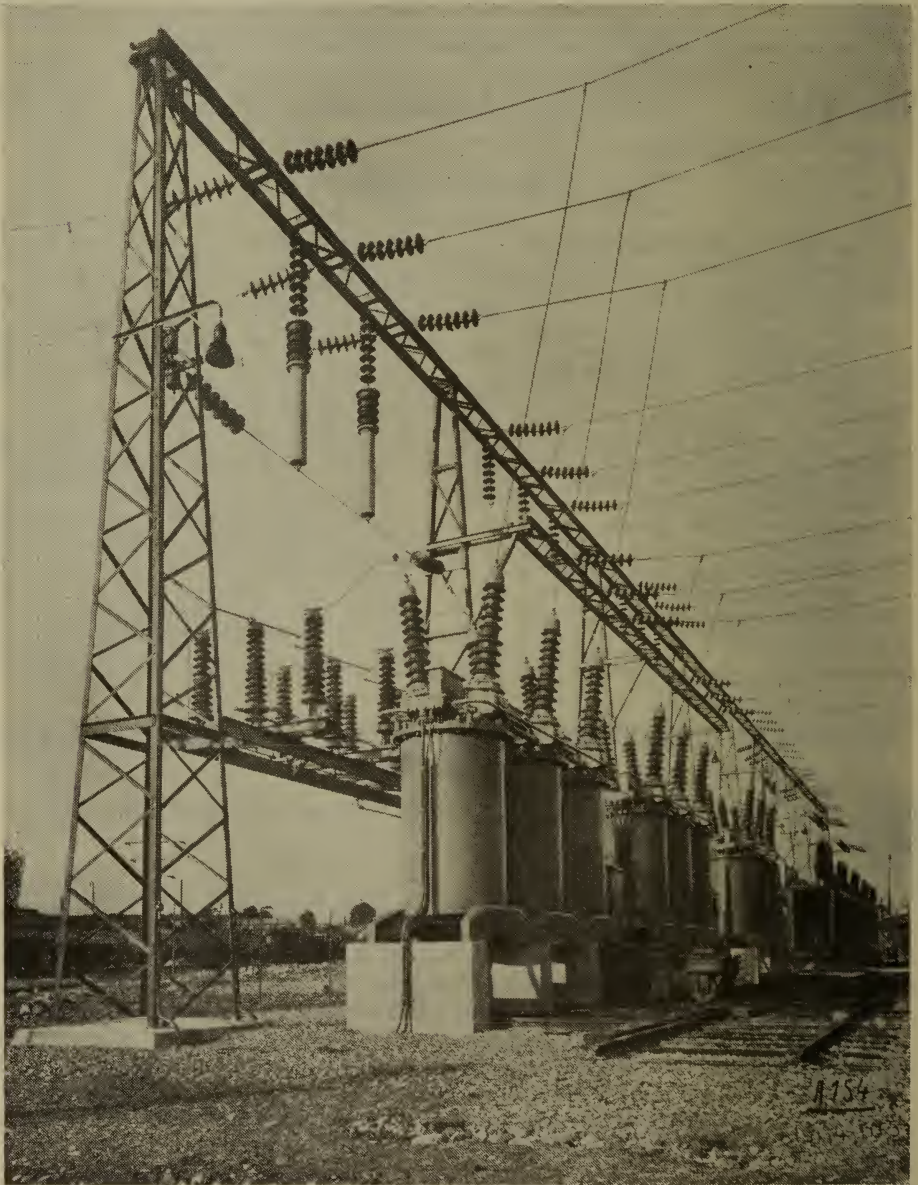
INSULATORS, WIRE AND CABLE

For the actual construction of the Shannon plant and the subsequent network of transmission lines most of the contracts for supplies were placed in Germany. This is understandable in many respects owing to the close affiliation of Messrs. Siemens-Schuckertwerke (the builders) with German manufacturers of these products. In all some 7,000 poles and 63,000 insulators will be used in the transmission lines, while in the neighbourhood of 900 miles of copper wire and cable will be necessary. For the supply of this network 72 pole transformer stations are being used and 67 kiosks erected throughout the country.

The current from the power plant is distributed over two main overhead systems—a 110-k.v. line and 38-k.v. line. The 110-k.v. lines are carried entirely on lattice steel masts, while the other line uses both wooden poles and steel masts. The main 110-k.v. line running to Dublin is a six-conductor line. The

* The first part of this report, dealing in general terms with the Shannon scheme and the prospective demand for current, was published in our last issue.

two double lines are suspended on a special pole construction calculated to carry six conductors. The conductors used are chiefly hard-drawn copper, while in certain instances bronze is used. The conductors are supported by porcelain insulator chains composed of seven insulators for the 110-k.v. lines and two for the 38-k.v. They are designed for a dry flash over at 150-k.v. per pair of insulators, or at 450 k.v. per seven, and for a wet flash over at 123 k.v. per pair or 338 k.v. per seven insulators. For fixing the conductors to the insulators, standard gunmetal suspensions and wedge-strain clamps are used.



The main Transformation Station near Limerick

MOTORS AND OTHER HEAVY EQUIPMENT

The imports of heavy electrical equipment such as motors, generators, etc., have been large during the past two years and are accounted for largely by shipments from Germany for the construction of the Shannon plant. Ordinarily the demand for this class of equipment is very limited and supplies are received almost solely from the United Kingdom. Not only is it on account of the proximity of England to this market, and the facility of obtaining supplies on the shortest notice, but in addition, as mentioned elsewhere, most of the large contracting firms are definitely linked up with British manufacturers. The result is that the possibilities of Canadian firms competing in these lines is small unless possibly stocks were made available in the United Kingdom or Ireland.

ELECTRIC FURNACES

Inasmuch as the Irish Free State is largely an agricultural country with few large industries, there is no need for electric furnaces. While mining has been carried on on a limited scale in the past, there is at present no ore reduction or smelting of metal which calls for the use of this type of furnace. Such smelting of metals as is done is confined to a few small foundries.

HOUSEHOLD EQUIPMENT

As has already been stated, until the completion of the Shannon Hydro-Electric Scheme, the Irish Free State was perhaps the least developed of all European countries in the use of electricity for power and lighting purposes. Particularly in the case of household appliances and lighting the use was confined to a comparatively small section of the community—chiefly in the larger cities and towns, and even in the case of some of the larger places electricity was entirely absent, gas being used exclusively.

The lack of demand for electric current may be attributed to three principal causes. Perhaps the most important of these was the high rates generally charged for electric current, being 6d. per kw.h. in Dublin and averaging 1s. or more in the rural communities when it was available. The second cause is the cheapness and availability of manual household labour. Servant girls are readily available at from £2 10s. to £3 per month, and as a result many householders find it more convenient and a saving to employ one, two, or three servants rather than make use of any labour-saving device. The third is the general use of gas in many communities for lighting, cooking, and heating at comparatively moderate rates. All of these causes have militated against the use of electricity, but the development of cheaper power from the Shannon River and the undertaking of intensive and extensive publicity schemes electricity will undoubtedly come into popularity for household use at a fairly rapid pace.

ELECTRICAL FITTINGS

As is customary in European countries, the standard lamp-holder used in the Irish Free State is the bayonet type rather than the screw socket and plug as in Canada, the double contact being assured by a spring and catch in the socket. The wiring of premises and the use of various types of fittings is governed by standards set up by the Electricity Supply Board, whose inspectors are required to pass all electrical installation work done.

In household lighting fixtures the chief demand at the present time appears to be for the cheaper grades of inverted bowl pendants and three-light chandeliers retailing not higher than \$15. More expensive stock is carried, but sales are reported to be confined principally to the less expensive and less elaborate drops. Wall brackets are not commonly used, while in many places the straight

drop cord with a silk shade is the accepted thing. Standing lamps or piano lamps are not common, although a few designs are being displayed by the Electricity Supply Board.

A number of leading British and Continental manufacturers are already in the market with remarkably cheap lines of brass and copper fittings, and it would appear to be difficult for Canadian manufacturers to compete at the present time.

WASHING MACHINES

Until recently the sale of washers has been very limited, but with the popularizing of the use of electric current the sales have shown considerable increase. A number of makes are on the market, amongst which are several Canadian. The leading competitors at the present seem to be the Thor, manufactured in the United States, and a machine put on the market by the British General Electric Company. Generally speaking, the indications are that the free use of equipment of this nature will be limited for some time to come, although one or two companies have undertaken strenuous house-to-house canvassing. The easy-payment plans offered for washers, as in the case of vacuum cleaners, have done much to assist sales. The lowest prices are around £30, and by the deferred-payment plan offered by the Electricity Supply Board these are sold for 10 per cent cash and the balance spread over a period of from six to twenty-four months, with interest at 5 per cent.

ELECTRIC RANGES AND COOKERS

Even before the development of the Shannon Scheme the use of electric ranges was being pushed in Dublin by the Dublin Corporation electricity department, but the number in use was never large. With the co-operation of the housing authorities and a rental system inaugurated by the corporation, not more than 1,100 ranges were disposed of during the past three years.

The question has now been taken up seriously by the Electricity Supply Board, who are endeavouring to stimulate the sale by hire-purchase terms. The lack of experience in this line of business makes it difficult for the board to know on what special type of cooker to specialize, and the risk and expense involved has prevented them from adopting the hire system so far, but this question is receiving consideration, and it is expected that shortly the board will adopt officially one or two makes of ranges to the exclusion of all others.

Since the establishment of its showrooms the Supply Board have disposed of some 1,000 ranges. A great many types, including Canadian, American, British, and Continental, are being shown; it is the practice of the board to accept nearly any type and make of range for examination purposes. If tests prove satisfactory and prices reasonable, the range is retained for sale, otherwise it is returned to the manufacturer.

The English-made range at present predominates, although in most cases the style and finish of the article do not compare with the Canadian product. All sizes of ranges are stocked from the one-ring with underoven to the larger three- or four-ring stove with two ovens. The most popular size appears to be the three-ring with underoven and grill situated under the hot plates rather than in the oven. This retails at about £16 or £18. One very cheap one-ring model manufactured by the Jackson Company in the United Kingdom sells at £5 11s., while more expensive models are also being shown.

Owing to the fact that the Shannon power is delivered at 220 volts, some difficulty is being experienced in securing a suitable cooker with an element that will give the same long life and satisfactory service as a 110-volt element. British manufacturers usually offer a guarantee of two years on their electric ranges.

In attempting business here, it is almost essential that the Canadian manufacturer be represented in Dublin or in the United Kingdom by a reliable agent well versed in the particular line he is handling and able to answer technical questions concerning construction, maintenance, etc. Canadian ranges can be considered to have a good reputation, although certain differences of construction might make it difficult for them to enter the market against English ranges built according to local customs.

REFRIGERATORS

It was expected that as a result of the coming into operation of the Free State laws prohibiting the use of preservatives in foods that the demand for refrigerators would substantially increase, but up to the present this has not been the case. The Public Health (Preservatives in Food) Regulations passed in 1928 became law in October, 1928, and although they forbid the use of certain chemicals and other preservatives in foodstuffs, the result on the sale of refrigerating appliances has been negligible.

In this connection, owing to the fact that hot weather is seldom experienced here, the thermometer rarely rising above 87° F., the need for refrigeration by the householder is small. Hotels and restaurants do make provision in many cases for the supply of iced drinks, etc., but generally speaking, outside Dublin and Cork, retail shops, including meat and fish stores, rely on the quick disposal of stocks. Some of the larger concerns in the meat trade have permanent storage space in cold storage rooms of the local ice companies, but it is seldom that they have their own refrigerating plants. An American manufacturer has recently appointed an agent in Dublin for the sale of Frigidaire, but it is doubtful whether any large sales have been made. The Electrolux Company of Sweden is also represented in Dublin.

In the cold-storage and ice-making business, there are in the neighbourhood of six firms in the Irish Free State—five in Dublin and one in Cork—who are responsible for practically all the ice produced in the whole country. Owing to the limited, and perhaps decreasing, demand for ice during the past year or so, four of the Dublin plants have had to combine for selling purposes, each plant being allocated the production of a certain tonnage during a determined period.

The market therefore for ice-making and refrigerating machinery and equipment in general is extremely limited, and it appears doubtful whether an improvement is likely to take place in the near future. There might, however, be an increasing market for an electrical refrigerator selling in the neighbourhood of not more than £30 or £35.

VACUUM CLEANERS

Two makes of Canadian vacuum cleaners are already on the market, and appear to be obtaining a good share of the rapidly increasing trade. The chief competitors are the Electrolux Company of Sweden and the British Thomson Houston Company Limited of Great Britain. The use of suction sweepers has increased perhaps to a greater extent in the Free State than most other electrical lines. House-to-house canvassing has been a strong feature in the sales, as well as the easy-payment plans offered. Prices range from £15 to £20, while one or two small models are selling as low as £10 10s. Vacuum cleaners are admitted into the Irish Free State free of customs duty.

SMALL HOUSEHOLD APPLIANCES

The sale of the smaller type electrical household appliance has shown a substantial increase since the opening of the Shannon electricity sales campaign, and continued and mounting sales are to be expected. The market is well

catered for by a number of British and Continental houses having branches here and by the various contracting firms, many of whom are closely connected with the British manufacturing interests.

IRONS

Of the smaller appliances offered, the electric iron appears to be the most extensively used, and sales have increased substantially during the past few months. There are a number of well-known makes on the market, selling at from 17s. 6d. to 25s., but the Electricity Supply Board are offering a 6-pound iron purchased under a large contract for 12s. 6d. retail. This is believed to be a German product, and while it has not the finish of a good Canadian iron, or the added thumb-rest and handy cut-off switch, it is obtaining the largest sales owing to price. Canadian irons, while probably not competitive with the one adopted by the board, should be able to sell successfully in competition with other more expensive makes, especially where design and colour are featured.

HOT PLATES

The sale of table rings or hot plates for boiling kettles, while not large, has shown a good increase and the prospective demand appears to be favourable. All types and varieties are on display, but the most popular at the moment is one manufactured by the Edison Swan Company of Great Britain. This is an exposed element plate covered with a steel grid and mounted on a heavy iron base. For the 1,000-watt type the retail price is 18s. (\$4.50). Anything lower than this wattage is not considered satisfactory here for heating purposes. Messrs. Siemens are offering boiling plates of cast-iron 9-inch diameter by $4\frac{1}{2}$ inches of 1,500 watts single heat at 30s.

KETTLES

The board has recently placed a contract trial order for 1,000 copper water kettles. These are branded with the board's name and retail at 35s. While this is considered low, taking into regard the quality of the kettle and the safety device which prevents the element from being burnt out, the favourable quotations received by the Board make low selling prices possible. Sales are taking place at a favourable rate.

TOASTERS

Various styles of toasters are shown and carried in stock by many shops at prices ranging from 18s. to 25s. or 30s. for the better-finished models. The type most popular at the moment is the upright toaster with spring sides for holding two pieces of bread.

As toast is commonly used here, the demand for electric toasters should show considerable increase, although up to the present sales reported have been disappointing. Supplies are at present carried by practically all dealers in electrical goods.

HEATERS

Many types of heaters are in evidence in the Dublin shops. Perhaps the most popular for all general purposes is the one having a copper circular reflector, with heating coil in the centre. British, German, and American makes are on the market at prices averaging from 24s. to 40s. Through the lack of central heating in the large majority of buildings, fire places are extensively used, and now with a relatively cheap supply of electric power, these electric portable heaters should be in favour and large numbers will undoubtedly be sold during the next year or two. Other varieties of heaters with from one to

three horizontal elements are also popular at from 35s. to as high as £8 or £10. The two-kilowatt fire is in most demand, according to the Electricity Supply Board.

FANS

The demand for electric fans is necessarily small in Ireland, where the temperature seldom reaches more than 85°. Some models are being shown by the Electricity Supply Board, but few shops are finding it worth while to carry stocks.

PERCOLATORS

There appears to be no demand for electric percolators, although a few branches of British and German manufacturers are carrying samples in stock. The lack of demand is due, apart from the expense involved, to the fact that the method of preparing coffee differs considerably from that followed in Canada. The common practice here still is to use a specially made Florence flask, with stand and a spirit lamp. The consumption of coffee, although increasing, is not as great relatively as in Canada.

OTHER ARTICLES

A number of other articles such as curlers, immersion heaters, waffle grills and pads are occasionally displayed here, but the sales are not large. Specialty and novelty lines cannot be expected to have as great a demand at present as the essentials, although sales would undoubtedly increase with publicity and advertising.

RADIO EQUIPMENT

The popular use of radio in the Irish Free State has not developed to the same extent as in many other countries for a number of reasons, foremost of which is perhaps a customs duty of 33½ per cent on all imports.

In 1926 there were in all 4,000 licensed radio sets in use, of which some 75 per cent were located in Dublin and Cork. While it is considered that the market has greatly increased since 1926, making a total of nearly 100,000 sets in the Free State, including crystal sets, the registrations are still very far behind the 1929 Canadian figures, which reached the total of 300,000 licensed radio users in the year.

The low purchasing power of the country people has played a considerable part in limiting the demand for radio sets, except of the very cheapest crystal type. However, now that the Government has established broadcasting stations in Dublin and Cork, and is contemplating the opening of another high-powered station in Athlone, making reception available in all parts of the country, the demand for inexpensive receiving sets should increase. While the proportions are not known, it is understood that by far the largest percentage of sets sold other than crystal are battery-operated models, electric models not being generally known. Now that Shannon power is available in even the smallest of hamlets, however, electrically operated receivers should come more into favour, although the question of price will be the determining factor for some time to come.

The present market is controlled by British-made sets. A few foreign makes are seen, but their sales have not been very large. Table models are used almost exclusively.

MARKETING

In connection with the marketing of electrical goods in the Irish Free State a number of matters must be taken into consideration. Perhaps the most important fact that should be borne in mind, and which is frequently over-

looked by Canadian exporters, is the very close commercial relationship which still exists between the traders in this country and in the United Kingdom. Although the two countries were separated politically in 1922, when the Irish



One of the Electricity Supply Board Showrooms in Dublin

Free State became a self-governing dominion, the commercial ties of centuries are still very strong and in evidence. Despite the fact that there is an increasing tendency on the part of importers to trade direct with other countries and

thus eliminate the middleman in London or Liverpool, there are obvious difficulties which make this impracticable in certain lines.

DIRECT TRADING

In such goods for which there is a substantial market in the Free State, direct trading is possible and advisable, and Canadian exporters would be well advised to bear this point in mind when making agency arrangements for the British Isles, but with a population of less than 3,000,000, it is obvious that in such lines as heavy machinery, for instance, there is an insufficient demand to warrant a separate agency for Ireland. Under these circumstances traders find it not only more satisfactory but more convenient to purchase all their requirements through agents and stockists in London. In this way they eliminate the heavy financial burden of carrying stocks and the necessity of ordering long in advance of requirements, as orders can generally be filled from London to any part of the Free State within a week at the most.

The question of the availability of supplies at short notice is a very important one in this market, but the difficulty has been successfully overcome by many manufacturers by appointing agents in England who carry stocks. Other firms—and this applies more particularly to some German and American concerns—have done better and have opened branch stock depots in England. In a country where competition is so keen and quick delivery is so essential, this method of solving the question is entirely satisfactory. Certain companies have opened branch depots in Ireland as well, but for the comparatively limited demands of the market it is considered in most instances that the situation can be handled satisfactorily from London or Liverpool.

DISTRIBUTION

There are two main distributing factors in the Free State. Until recently, the chief of these were the electrical supply houses, who, in addition to selling at wholesale, carried on a retail trade through the local contractors. In Dublin most of the larger suppliers are branches of cross-channel firms, although there are one or two German and American concerns operating branches. The larger percentage of these are really selling branches for manufacturing electrical firms, although there do exist a few contractors acting as purely wholesalers and agents for a number of manufacturers.

In addition to the above-mentioned wholesalers and stockists, there are a number of commercial agents interested in electrical lines. For the reasons set out previously, however, it is seldom that they are in a position to handle Canadian electrical agencies to advantage.

The other chief distributing agency for all types of electrical appliances is the Electricity Supply Board. As explained in another section, this branch of the Government service is charged with the production, distribution, and sale of all the electric power produced by the Shannon Scheme, as well as that provided by the supplementary Dublin Corporation power plant, which has now been taken over by the board.

Included in the duties of the board, and one of fundamental importance, is that of publicity to encourage by all possible means the increased use of electricity throughout the State. Therefore, in conjunction with the general advertising schemes being carried out on an extensive scale, twelve or more retail shops in various cities and the sale of all kinds of electrical appliances have been established. The board sells in direct competition with other dealers, and has the advantage that, being in business in a rather extensive way, it is in a position to call for tenders for substantial quantities of various types of equipment. Receiving quotations from practically all countries and ordering in

large quantities, the board obtains very keen prices and therefore is in a position to sell at retail at popular prices, often undercutting local retailers. All contract goods ordered by the board are unbranded except with the board's own name. In addition to contract goods, the Electricity Supply showrooms display quantities of nationally advertised products such as Thor washers, Frigidaire electric refrigerators, and Osram lamps, which are either placed on consignment with the board or ordered in small quantities, according to the demand. In agreeing, however, to show any merchandise the board must be satisfied that it is quality merchandise and that the prospective demand makes it worth their while. It is the intention of the board gradually to obtain a practical monopoly of the sale of electric appliances throughout the country through the medium of a chain of retail shops.

TENDERS

Up to the present it seems doubtful whether many Canadian manufacturers have taken advantage of the opportunity to tender quotations on the board's requirements. This is, no doubt, due to a ruling requiring that the tenderer be represented by an agent either in the Free State or in the United Kingdom, and by the fact that they are not prepared to consider quotations unless the goods in question are available at fairly short notice from stock carried no further away than London.

Owing to the competitive condition of the market, it is not considered likely that any Canadian manufacturer would find it profitable to establish a depot or carry stocks in Dublin, but by the co-operation of a number of producers of allied lines they might find it worth while to undertake to open a depot and to carry stocks—if not in Dublin, then in London, from which both markets could be handled advantageously.

ELECTRICAL ORGANIZATIONS

In the Free State there are a number of organizations directly concerned with the electricity trades, some or all of which might be of assistance in the marketing of electrical goods and appliances. While probably not as prolific in this respect as some countries further developed in the electrical business, there are four or more societies and organizations in existence. These include the Institute of Electrical Engineers, the Electric Power and Engineering Association, the Irish Engineering and Scientific Association, and the Electrical Contractors' Association.

STEAMSHIP SERVICES

The question of direct trade has received increased attention from certain quarters in the Free State, and with some traders it has become almost a slogan with which is coupled the development of the country's ports and harbours. Where practicable, Canadian exporters should consider this matter in making selling arrangements for the British Isles. In this connection, while not served as adequately as some countries in the matter of direct steamship services, the Head Line of freighters operate a regular fortnightly service to Belfast and Dublin from Montreal in the summer and from Saint John, N.B., in the winter, while other lines operate more or less intermittent passenger and freight services to Galway and Cork, which under arrangement carry small cargoes for the Irish Free State to the extent of 25 tons. From the Pacific Coast of Canada no regular direct service operates, although sailings do take place direct to Dublin at intervals.

CUSTOMS TARIFF AND IMPORT RESTRICTIONS

Electrical appliances as such are not subject to a customs duty on entering the Irish Free State. It is important to note, however, that owing to certain

incongruities in the tariff and to the interpretation of certain clauses in the tariff by the Revenue Commissioners, electrical supplies and apparatus may be classed for customs purposes as household furniture and as such be dutiable at 33½ per cent ad valorem. The particular clauses in question state that "articles of furniture (with the exception of vacuum cleaners) made wholly or partly of wood are dutiable at 33½ per cent ad valorem" and this has been taken to include a variety of commodities of household use not ordinarily classed as furniture, such as electric irons, refrigerators, percolators, and other articles which have wooden handles or other parts made of wood.

The difficulty has been overcome by some manufacturers, however, by shipping all wooden parts separately. In this way, customs duty is payable only on the wooden handles, etc., the remainder of the article being admitted free of duty.

Wireless radio equipment of all kinds and component parts thereof are dutiable under a separate customs item at 33½ per cent ad valorem, with no British preferential rate.

There are no special import restrictions or regulations to be complied with in shipping to this market. The certificate of origin for the purpose of obtaining the benefit of the preferential rates, as well as the invoices, etc., are the same as required for shipments to the United Kingdom.

CONCLUSION

While all sections of the country appear to be in agreement that the ultimate results of the Shannon Electrification Scheme will be beneficial to the Irish Free State and will have a tendency to raise the general standard of living, few people are so optimistic as to believe that a long period will not be necessary before this can be done. The development, nevertheless, is most important, despite the comparatively heavy expense of construction and operation which will probably have to be borne by the taxpayer for some time to come.

This development offers a special opportunity to Canadian manufacturers of electrical lines. The fact that the market is some thousands of miles distant from Canada and at the same time is in so close proximity to the large producing centres of England and the Continent, while placing Canadian firms at a disadvantage, does not disqualify them, for the high standard of their electric products, which has accompanied the development of Canada's vast power resources, is not unknown in Ireland. Quality for quality, Canadian prices in most cases can compare favourably, so that all that remains for the manufacturer concerned, or for a group of manufacturers jointly, is to become established in the market, either by means of a branch house or by the appointment of a suitable stock-carrying agent. The former method has been followed by some British and American companies with good results, while the latter might prove satisfactory provided the agent were given liberal support by his principals.

In any case the market, although small now, is one which is worthy of serious consideration and study by Canadian manufacturers.

[NOTE.—Authorities consulted and references used in the compilation of this report included: (1) The Manager, Electricity Supply Board; (2) the Advertising Manager of the Board; (3) local contractors; (4) previous reports submitted and information gathered during the past three years on file in the office of the Canadian Trade Commissioner in Dublin; (5) reports of the United States Department of Commerce.]

AUSTRALIAN FINANCIAL AND COMMERCIAL CONDITIONS

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, December 11, 1929.—For the first four months of the fiscal year (July to October) the value of the imports of merchandise into Australia increased by £3,269,486 in comparison with the corresponding period of the previous year, while exports of merchandise decreased by £6,379,851. The comparative figures for the periods are outlined thus:—

Imports, four months 1929-30	£50,688,177
Imports, four months 1928-29	47,418,691
Increase 1929-30	£ 3,269,486
Exports, four months 1929-30	£29,237,812
Exports, four months 1928-29	35,617,663
Decrease 1929-30	£ 6,379,851

It will thus be noted that in the four-months' period of 1929-30 the exports of merchandise were less by £21,450,365 than the value of imports. The marked shrinkage in exports is largely due to the decline in wool values and to the smaller quantity shipped, besides which—through adverse seasonal conditions—there was considerable contraction in butter, meats, wheat, flour, sugar, and a number of other primary products.

AUSTRALIAN CUSTOMS AND POST OFFICE REVENUE

It would appear that some importers had a premonition of increased duties being imposed by the present Government, by the large withdrawals from bonded stores, thereby constituting November a record month in collections.

The customs revenue for November aggregated £4,578,519, and for the five-months' period £19,667,817. Following the withdrawals considered in excess of usual trading requirements, a slump in customs revenue during the ensuing seven months of the fiscal year would seem inevitable.

The revenue derived from postal sources (stamps, telegrams, and telephones) during the five-months' period to the end of November totalled £5,506,699, representing an increase of £319,286 over the corresponding period of the last financial year.

ADVERSE TRADING CONDITIONS

Commercial conditions continued without any marked change during the past two or three months. Generally speaking, business is very inactive and much below this time last year in volume.

Banking advances to traders are much restricted in order to provide finance for this season's exports of wool and wheat, as well as for the present £10,000,000 Commonwealth internal loan which closes in about five days, and which has been underwritten by the Australian banks. The price of the loan is £98, rate of interest at $5\frac{1}{4}$ per cent, and the term five years. At the price mentioned this will give the investor an effective return of £5 14s. 4d. per cent, which is about the same return obtainable from other Commonwealth Government securities at their present market price.

Apart from the trade depression generally prevailing throughout the country, the recently increased import duties on a wide range of commodities have induced a feeling of uncertainty in commercial circles, and it will probably be some time before normal trading can be resumed under the new price basis consequent on these higher duties.

CONTROLLING EXPORTS OF GOLD FROM AUSTRALIA

The Federal Parliament has, as this mail closes, under consideration a bill under which the Commonwealth (Government) Bank of Australia is to be the sole repository of gold, hitherto and now held by banks, companies, or individuals. The intention of the bill is to empower the Government bank to compulsorily acquire all the gold in exchange for Australian notes, and to enable the Treasurer to prohibit exports of gold. Since the restoration of the gold standard in 1925 each bank has, in adjusting its balances abroad, had freedom of action.

The Associated Banks have submitted their views to the Treasurer, hence it is possible that some amendments to the bill will be introduced in the Senate. Importers stress that, if gold exports are not permitted, it will be necessary that exchange on London should be provided to maintain the standard. At the present time exchange is so adverse to Australia that importers have had to pay as much as £102 5s. for £100 in London on telegraphic transfer, besides which it is frequently impossible to obtain considerable money in London even at the rate quoted.

AUSTRALIAN WHEAT AND FLOUR

Wheat.—During the last month the wheat trading markets throughout Australia have been inactive and present indications are not reassuring towards any marked improvement in perspective. Very little forward business has been done in Australian wheat, as sellers have held off the market pending the final estimates of the crop. When the crop now being harvested is clearly defined, it is anticipated trading will become more general.

To-day's price on the basis of a bushel of 60 pounds f.o.b. steamer at principal Australian ports is given (nominally) at 5s. 5½d. (\$1.33).

Flour.—Trading still remains very depressed and orders recently booked have been for small lots only. Egypt has been inquiring, but offers from there have been too low to permit of business. Wheat prices in Australia being well above London parity to-day, the prospects for flour exports in the coming season are not encouraging.

To-day's prices for standard quality flour per ton of 2,000 pounds f.o.b. main Australian ports:—

Packed in sacks of 140 or 150 pounds gross	£11 0s. (\$53 53)
Packed in hessian bags of 98 or 101 pounds gross	11 5 (54.75)
Packed in calico bags of 49 pounds gross	11 15 (57 18)

Freight Rates.—To induce shipments of wheat and flour to oversea ports, the ocean rates of freight are quoted at lower figures than usual. For parcels (part cargoes) to-day's quotations are as follows:—

	Port Said, U.K. and Europe	Alexandria	South Africa
Wheat			
December shipment	22s. 6d. (\$5 47)	25s. 0d. (\$6 08)	20s. 0d. (\$4 87)
Jan.-Feb. shipment	25 0 (6 08)	27 6 (6 69)	22 6 (5 47)

Flour in each instance is 2s. 6d. (61 cents) per ton higher. For full cargoes to any of the above destinations the rates would likely show some reduction.

AUSTRALIAN WHEAT YIELD, 1929-30 SEASON

The Commonwealth Statistician estimates the Australian wheat yield for the 1929-30 season at 112,000,000 bushels. It will be one of the lowest, if not the lowest, of recent years, and compares with 159,752,095 bushels last season and 118,199,775 bushels in the 1926-27 season.

CANADIAN TRADE POSSIBILITIES THROUGH BIRMINGHAM INDENT FIRMS

DOUGLAS S. COLE, CANADIAN TRADE COMMISSIONER

Bristol, December 17, 1929.—A number of indent and export houses are located in Birmingham, and some thirty different countries are included in their trade activities. Regarding export trade from Canada, the following are some inquiries received this week from the above sources:—

INDENTS TO PORTUGUESE EAST AFRICA

One important firm with connections in Portuguese East Africa state that they have one large buyer who is interested in Canadian goods. This firm has asked that catalogues and prices f.o.b. Canadian seaboard in sterling be forwarded to them for the following Canadian products:—

Building materials: particularly building board and cement.

Electrical equipment: dynamos, cables, and batteries.

Hardware: particularly all classes of plumbers' supplies.

Refrigerators.

Paints and varnishes.

Agricultural tools.

Hexagon wire fencing.

Hammer and pick handles.

This Portuguese East African customer is also a large buyer of railway, telephone, and telegraph material, and catalogues of these materials might likewise be forwarded from Canadian firms.

AUSTRALIA AND NEW ZEALAND

In view of the fact that the Canadian Department of Trade and Commerce have their own offices in Australia and New Zealand, there is not the same necessity for indent or re-export trade from Canada to be done through United Kingdom firms as in those countries where the department is not represented. Nevertheless, a large number of English export firms do very well both in Australia and New Zealand, and there is the possibility that such firms might be of some benefit to Canadian manufacturers for these markets. Another Birmingham export house has been asked to be placed in touch with Canadian manufacturers of the following lines with a view to representation in Australia and New Zealand, and they will be glad likewise to act as representatives in the United Kingdom for the same commodities. These are as follows:—

Building Materials: cement, roofing materials, doors, windows, sashes, etc., building board.

Electrical Equipment: dynamos, cables, batteries, household labour-saving devices.

Hardware: shelf, builders', and general ironmongery, plumbers' supplies, ropes, cordage, and binder twine.

Iron and Steel Productions: all classes.

Kitchenware: enamelled ware, aluminium and other ware, heating equipment, kitchen cabinets, refrigerators.

Rubber Manufactures: footwear, clothing, tires, mechanical and surgical goods.

Tools: agricultural, mechanics', and machine.

Wood Manufactures: turnery, handles, dowels, clothes pins, washboards, chair seats, closet seats, household ware, and toys.

The Bristol office will be glad to follow up the catalogues and prices of Canadian firms interested in the above inquiries. Names and particulars of firms on whose behalf these inquiries are made are on file at the Department of Trade and Commerce, Ottawa (quote file No. 28364).

NORTH OF ENGLAND MARKET FOR BONELESS CODFISH

HARRY A. SCOTT, CANADIAN TRADE COMMISSIONER

Liverpool, December 17, 1929.—During the past few years limited quantities of boneless salt codfish, packed in 1-pound cartons, have been exported to this market from Newfoundland, and in the opinion of a Liverpool firm specializing in the marketing of fish products, if a Canadian source of supply could be established it should be possible considerably to expand the volume of business now being done. Since supplies began coming from Newfoundland, one or two Scottish firms have started putting up salt codfish in cutlets, in 1- and 2-pound cartons, to compete against the Newfoundland pack.

Up to the present there has been a relatively unimportant trade, and in order to create a general demand considerable spade work would require to be done. One important retail store in this city regularly stocks the Newfoundland pack and in addition carries supplies of two Scotch brands. It is understood that this one establishment pretty well takes care of local requirements, and that the majority of retailers dealing in salt fish are prejudiced against cartons when ordinary salt cod is available in barrels. The codfish sold out of barrels and cut into sizes to meet individual requirements is for the poorer class trade. An attractively packed article selling at a higher price would probably have to find an outlet through other channels in order to do any substantial amount of business. The two most likely centres for introducing Canadian boneless cod in cartons are Liverpool and South Wales, and one firm of agents interested in obtaining a Canadian source of supply is in a position to work these two areas from Liverpool.

The retail firm at present handling codfish packed in cartons reports that the Newfoundland article is more popular than either of the Scotch brands that they carry, and that it will continue to enjoy a better sale. It is a milder cure and more attractively put up. Neither of the Scotch packs are boneless. One Scotch brand retails at 1s. 8d. (40 cents) in 2-pound cartons. This is a hard-cured fish. The other brand retails at 10d. (20 cents) in 1-pound packages and at 1s. 8d. (40 cents) in the 2-pound size, and is a medium hard cure. This brand has a cellophane wrapper, but is not as popular as the Newfoundland mild-cured boneless product which is relatively damp, and recognized in Newfoundland as the Labrador cure. This fish in 1-pound cartons retails at 11d. (22 cents). The Newfoundland boneless cod is attractively put up—a point on which too much emphasis cannot be laid, as apart from its superior quality, the package that it is sold in gives the Newfoundland a further selling advantage.

The seasonal supply of the Newfoundland boneless variety is brought into Liverpool during the fall months and placed in cold storage here. In the opinion of a firm of distributors seeking a Canadian source of supply to compete against this Newfoundland pack, the best selling season would be from September through to July. In order to develop the market outside of the retailers now stocking this type of fish, it would be necessary to make experimental shipments on a consignment basis in order to awaken interest among firms who at present may be prejudiced against it. It is not likely that the first shipments would return a profit to exporters, and considerable patience would have to be exercised while testing the market. In the opinion of the firm above referred to, the possibilities have not yet been seriously tried out. During recent years there has been a growing disposition on the part of the public to buy packaged goods under proprietary brands, and it is the opinion of this firm that a Canadian exporter in a position to undertake an initial expenditure on a considerable scale, with a view to eventually building up an important trade, might well

consider the experiment worth trying. The firm wishing to handle this article on a commission basis for a Canadian exporter would require a commission of 2 per cent on the sale price to buyers here.

A sample carton of the Newfoundland boneless cod now being sold in Liverpool has been forwarded to the Department of Trade and Commerce for the inspection of interested Canadian firms, who are also invited to communicate with the Canadian Trade Commissioner at Liverpool. Attention is also drawn to Trade Inquiry No. 108, page 124, in this issue.

MARKET FOR CHRISTMAS AND MOTTO CARDS IN NORTH OF ENGLAND

GERALD A. NEWMAN, ASSISTANT TRADE COMMISSIONER

Liverpool, December 13, 1929.—Inquiry into the market for Christmas and motto cards with engraved borders or picture designs reveals that while a number of retail stationer shops in this district are stocking cards of American manufacture, there are few, if any, coming from Canada.

Although Christmas cards have not been as extensively used in England since the war as in Canada, the business is a growing one. There is a marked increase in the demand for cards of American design, and as Canadian cards are of similar type it might be worth the attention of manufacturers. This office is in receipt of requests from one large retail stationery firm for catalogues and samples of Canadian mottos or Christmas cards. In this connection, it should be pointed out that the trade is largely controlled by London and Glasgow houses specializing in this class of business and in a position to solicit retail accounts in the provincial districts.

Retail stores are usually canvassed by agents of large distributing houses in February and March for next season's cards. The retail price varies from 6d. (12 cents) to 1s. (24 cents). Business is based on samples submitted, against which prices c.i.f. should be quoted.

The Trade Commissioner at Liverpool would be glad to receive sample calendar backs with prices c.i.f. from any Canadian printing firms who would like to try out the North of England for their product. Past efforts have failed due to unsuitability of design, but as this office is in contact with English firms who are willing to consider Canadian samples, there is always the possibility of business resulting from new designs being submitted.

IMPORTS OF MOTOR CARS INTO INDIA

RICHARD GREW, CANADIAN TRADE COMMISSIONER

[NOTE.—Figures based on par value of exchange: one rupee equals 36 cents Canadian currency.]

Calcutta, December 4, 1929.—All previous records for motor car imports into India were broken in fiscal year ending March 31, 1929, when 19,567 cars valued at Rs.42,100,000 (\$15,156,000) were imported. This was an increase of 30 per cent in quantity and 19 per cent in value as compared with 1927-28, when the imports totalled 15,122 cars valued at Rs.35,400,000 (\$12,744,000), which is nearly equal to the previous record of 1920-21.

The reduction in the initial cost of cars, consequent on a lowering of import duty from March, 1927, and the competition among rival motor car interests to push their sales in India, combined with a reasonably low maintenance cost due to the comparatively lower prices of petrol, tires, tubes, and other acces-

sories, had the effect of increasing the demand for cars in India. The renewed activities of the Ford industries in Canada also contributed largely towards the growth of motor cars imported during the year.

While the number of British cars imported was on the increase, the progressiveness of the American industry in developing and improving its products assured it a very large proportion of the business in India against all competition. Over 74 per cent of the cars imported into India came from the United States and Canada and 19 per cent from the United Kingdom, as compared with 62 and 24 per cent respectively in the preceding year. The average declared value of cars imported from the United States remained fairly steady at Rs.2,200 (\$792) since 1926-27, while that of the Canadian and the British cars dropped from Rs.1,858 (\$668) and Rs.2,848 (\$1,035) in 1927-28 to Rs.1,643 (\$591) and Rs.2,676 (\$963) respectively in 1928-29.

Cars imported from the United States numbered 7,943 with a total value of Rs.18,100,000 (\$6,516,000) as compared with 6,031 with a total value of Rs.13,450,000 (\$4,842,000) in 1927-28. Canada regained much of the ground lost in 1927-28 owing to the temporary suspension of the manufacture of Ford cars, and sent 6,568 cars valued at Rs.10,800,000 (\$3,888,000) as compared with 3,400 cars valued at Rs.6,300,000 (\$2,268,000) in the preceding year and 4,476 cars valued at Rs.7,000,000 (\$2,520,000) in 1926-27.

Imports from the United Kingdom also increased slightly in number from 3,600 to 3,645, but owing to her concentration on the production of low-priced cars for the export market, the values decreased from Rs.10,250,000 (\$3,690,000) to Rs.9,750,000 (\$3,510,000). Imports from other countries, notably France and Italy, showed decreases.

The following table gives the details for the past ten years compared with the pre-war and the war average:—

Number of Motor Cars Imported by Countries

Year	United Kingdom	United States*	Canada	France	Italy	Other Countries	Total
Year 1913-14 (pre-war)	1,669	808	....	111	7	225	2,880
War average 1914-15 to 1918-19	537	1,681	....	49	28	22	2,317
1919-20	448	9,353	20	3	17	84	9,925
1920-21	2,541	10,120	1,938	192	218	423	15,432
1921-22	790	802	576	158	222	347	2,895
1922-23	449	1,386	1,846	61	131	450	4,323
1923-24	1,005	2,865	3,290	153	370	301	7,984
1924-25	1,682	3,106	3,956	215	235	186	9,380
1925-26	2,399	4,143	4,775	367	860	213	12,757
1926-27	2,546	4,030	4,476	607	1,416	122	13,197
1927-28	3,600	6,031	3,400	538	1,367	186	15,122
1928-29	3,645	7,943	6,568	277	967	167	19,567

* The country of origin of many of the cars imported from the United States during the years previous to 1920-21 is Canada.

Generally, Bengal had hitherto imported the largest number of cars, but the establishment of an assembling plant by General Motors Limited in Bombay with a view to reducing transport costs and meeting the growing competition led to the diversion of some traffic and the premier position was held by Bombay in 1928-29. Of the total number of cars imported during the year, 6,705 cars (34 per cent) were received in Bombay, 5,577 (29 per cent) in Bengal, 3,399 (17 per cent) in Madras, 2,178 (11 per cent) in Sindh, and 1,708 (9 per cent) in Burma.

The imports of motor cycles declined by 16 per cent in number and by 15 per cent in value from 2,146 valued at Rs.1,200,000 (\$432,000) to 1,802 valued at Rs.1,000,000 (\$360,000). The trade was predominantly British. The United

Kingdom supplied 1,611 cycles, or 89 per cent of the total, as compared with 1,964, or 91 per cent, in the preceding year.

The imports of motor omnibuses, vans, and lorries expanded remarkably in 1928-29, and reached a total of 12,790 valued at Rs.21,650,000 (\$9,540,000) as compared with 8,682 valued at Rs.14,950,000 (\$5,382,000), representing an increase of 47 per cent in number and of 45 per cent in value. Compared with 1926-27, there was an increase of 102 per cent in number and of 80 per cent in value. Of the total imports, the proportion of chassis remained fairly steady at 85 per cent and numbered 10,838, with a total value of Rs.18,100,000 (\$6,516,000) as compared with 7,412 valued at Rs.12,200,000 (\$4,392,000) in the preceding year. The bulk of the imports came, as usual, from Canada and the United States, these having supplied 95 per cent of the trade as compared with 92 per cent in 1927-28. Imports from Canada rose from 4,268 to 6,373 and from Rs.5,500,000 (\$1,980,000) to Rs. 8,100,000 (\$2,916,000) in value. The supplies from the United States also increased from 3,699 valued at Rs.6,700,000 (\$2,412,000) to 5,809 valued at Rs.11,000,000 (\$3,960,000). British manufactures, notwithstanding a substantial reduction in prices, had a very small part in the enormous increase in the sales of heavy motor vehicles in India, as the demand was chiefly for light types.

The number of motor omnibuses, vans, and lorries imported from the United Kingdom slightly rose from 447 to 473, but the value dropped from Rs.2,275,000 (\$819,000) to Rs.2,050,000 (\$738,000). The average declared value of chassis imported from the United Kingdom was as high as Rs.4,083 (\$1,480) as compared with Rs.1,887 (\$679) for the American and Rs.1,262 (\$454) for the Canadian makes. The corresponding figures for the preceding year were Rs.4,694 (\$1,690) for the British, Rs.1,733 (\$624) for the American, and Rs.1,272 (\$458) for the Canadian chassis.

The following table shows the number of all classes of motor vehicles registered in the different provinces of British India up to the end of March, 1929:—

Provinces	Motor Cars including Taxi-cabs	Motor Cycles including Scooters and Auto-wheels	Heavy Motor Vehicles (Lorries, Buses, etc.)	Total
Bengal (including Calcutta) . . .	26,605	4,234	3,011	33,850
Bombay City	10,800*	700*	910*	12,410*
Bombay Presidency (excluding Bombay city and Sindh) . . .	8,600*	950*	120*	9,670*
Madras city	10,214	2,673	1,451	14,338
Madras Presidency (excluding Madras city)	6,347	1,848	5,680	13,875
United Provinces	9,261	2,834	3,441	15,536
Punjab	8,767	3,670	5,180	17,617
Burma	13,154	3,022	4,949	21,125
Bihar and Orissa	6,183	1,021	1,317	8,521
Central Provinces	4,536	996	1,252	6,784
Sindh	3,044	972	148	4,164
Delhi	4,437	947	591	5,975
North-West Frontier Province .	2,380	1,576	866	4,822
Ajmer-Merwara	346	106	68	520
Assam†	1,951	325	1,197	3,473
Total	116,625	25,874	30,181	172,680

* Represent number of vehicles re-registered during the year ending March 31, 1929.

† Figures relate to the year ended December 31, 1928

THE WOOD PULP INDUSTRY IN JAPAN

JAMES A. LANGLEY, COMMERCIAL SECRETARY

Tokyo, December 24, 1929.—It was not until 1913 that the production of wood pulp in Japan showed any particular development, when a tonnage of 76,000 tons was recorded, but from then on until 1920 the industry has shown a steady advance. In that year there were seventeen companies with thirty-one mills producing pulp, with an output of 268,000 tons. Owing to the general trade depression during 1921, and to the destruction of mills by fire, the number of plants were reduced to twenty-eight, controlled by thirteen companies and producing 250,000 tons of pulp, or a decrease of 7 per cent. Subsequently, new plants have been established, and those already in existence enlarged so that in 1928 the output reached a total of 567,529 tons as compared with 536,390 tons in 1927 and 500,301 tons in 1926. It is anticipated that the production of pulp during 1929 will reach at least 636,416 tons, which quantity is amply provided for by increases in equipment during the present year.

Of the twenty-eight mills in operation during 1928, seven were specializing in groundwood pulp, seven in sulphite, and fourteen were producing both kinds. The manufacture of kraft pulp was first started in 1925 by the Fuji Paper Company; its output in 1928 was 20,306 tons. To illustrate more clearly the production of the various kinds of pulp in Japan during the period 1926 to 1929, the following table is quoted:—

	1926 Tons	1927 Tons	1928 Tons	1929 Tons
Sulphite pulp	258,682	287,491	310,020	337,019
Groundwood pulp	234,762	239,981	237,203	272,696
Kraft	6,857	8,918	20,306	26,701
Total	500,301	536,390	567,529	636,416*

* Estimated.

It is anticipated that the year 1930 will see a production of 703,000 tons, of which quantity 307,000 tons is likely to be produced in Karafuto, 238,000 tons in the Hokkaido, 141,000 tons in Japan proper, and 15,000 tons in Korea.

PULP PRODUCTION IN KARAFUTO

Karafuto (Saghalien) is a peninsula off the east coast of Siberia, with the southern extremity separated from the northern tip of the Hokkaido district of Japan by the Straits of Soya. The district abounds in pine trees and there are dense forests in various parts, but through lack of transportation facilities the forests in the past have not been exploited to any marked extent. In recent years, however, the Fuji Paper Manufacturing Company, the Oji Paper Manufacturing Company, and the Karafuto Industrial Company have erected mills. Pulpwood supplies are obtained from the district itself and also from Asiatic Russia, where the cost is considered lower than in Japan proper. These eight plants are producing about 237,390 tons of pulp annually. Since 1926 the production of these mills has shown a steady increase, as will be seen from the following table showing the production of the various kinds of pulp in the Karafuto district from 1926 to 1929.

	1926 Tons	1927 Tons	1928 Tons	1929 Tons
Sulphite pulp	154,476	190,508	198,723	217,683
Groundwood pulp . . . . .	.....	11,957	18,361	36,981
Kraft	6,856	8,918	20,306	26,701
Total	161,432	211,383	237,390	281,365*

* Estimated.

PULP FOR RAYON

On the basis of a favourable report submitted by an engineer connected with the Japanese rayon industry, an application was made to the Karafuto

authorities for timber rights over a considerable area with the idea of producing a high-grade pulp suitable for use in the industry. As the granting of these rights directly affected those producing pulp for the paper industry, the application was opposed on the ground that the pulp produced from Karafuto pulpwood was of too short and coarse a fibre for successful rayon manufacture, and that if the pulp from this timber could be used for the purpose stated, then outsiders should be excluded and the rights given to the established interests who were prepared to install the necessary machinery.

IMPORTS OF PULP

The high quality of pulp required for the rayon industry in Japan is imported. In this importation Canada remains the main source of supply, followed by Norway and the United States. The Japanese purchases of foreign pulp continue to increase, as the following figures show:—

	Tons	\$ (Yen at .49)
1927	71,853	5,845,778
1928	73,853	5,612,944
1929 (ten months)	68,960	5,628,199

PAPER INDUSTRY OF JAPAN

JAMES A. LANGLEY, COMMERCIAL SECRETARY

Tokyo, December 24, 1929.—The manufacture of paper is one of the most progressive and prosperous of Japanese industries. In most cases mills with ample working capital have been able to install the latest labour-saving devices, and the plants on the whole are well equipped with modern machinery and are managed efficiently. European-style paper produced in Japan enjoys a very good export trade, and with the exception of certain special varieties for which the Japanese demand is not large enough to warrant the installation of special equipment in the mills, this territory has been kept free from appreciable foreign invasion. The greatest improvement in manufacturing processes has taken place in the production of heavy wrapping papers. This class of paper is being produced in considerable quantities in mills located in Saghalien, and as a consequence a certain amount of export business is being developed, while imports of foreign papers have shown a slight decrease. New equipment is being added to the various mills and is of the most modern type. One 142-inch paper-making machine has been installed at the Yubetsu mill of the Fuji Paper Manufacturing Company for the production of newsprint. One of 110 inches has been installed at the Suetori mill of the Karafuto Industrial Company; one of 110 inches and one of 120 inches at the same mill for the production of medium printings, and one of 98 inches at the Suita mill of the Inui company. On the other hand, three machines have been closed down during the period, among which is one of the Kiso mill of the Karafuto Industrial Company that for years has been showing good results in the manufacture of newsprint.

The study of a special process for the manufacture of paper and wallboard from sugar cane refuse has been undertaken by members of the paper industry. The process that seems to have been given the most consideration is of German origin, and as a result of these investigations the Mitsui Paper Manufacturing Company, with the idea of developing the process, have acquired a mill at Muroran. So far the commercial production of paper from this by-product has not been successful, but experiments are being carried on and considerable interest is being shown in the industry as a whole.

The history of the paper-making industry in Japan shows that, in order to meet the ever-increasing demand, it has been expanding in production very

rapidly, especially during the period from 1922 to 1926. During this period additions to plants appear to have been made at a rate much faster than the increase in consumption, resulting in an over-production. Some action was necessary to cope with this situation. By curtailing production, by attempts at finding larger foreign markets, and by the inauguration of a special line of cheap publications with a special appeal to the public at large, the desired effect of bringing the consumption more into line with the full capacity of the machinery was realized.

The first attempt to relieve the situation was when the manufacturers belonging to the Japan Paper Manufacturers' Association agreed to restrict the output of printing papers. The original limitation was agreed to for a period of two years. From January to August, 1926, a 12 per cent restriction was in effect on the output of printing and similar papers (the only class that ever came under the restriction). From August to October the percentage of restriction was reduced to 10 per cent; it was further reduced during November to 6 per cent, and finally removed on December 1.

THE "ONE YEN SERIES"

The increased consumption of paper in Japan during this period can be traced to the increased popularity of cheap editions of popular and classical Japanese literature known as the "One Yen Series"; to the general election under universal manhood suffrage, during the campaign for which large quantities of pamphlets, posters, and political propaganda of all kinds consumed a large amount of paper; and also to the Enthronement, for which a very considerable quantity of high-quality paper was used in various special editions of newspapers and periodicals, and in offering general felicitations.

The "One Yen Series" of publications that has done so much to stimulate the paper and allied trades are for the most part compilations of the works of well-known authors, both ancient and modern—history, drama, etc. They are published in large quantities all the way from 20 to over 100 volumes to each set, the price ranging from about a yen per volume to the more elaborate *de luxe* editions selling for several hundred yen a series. To date the popularity of the books shows no signs of abating, and new series continue to be issued from time to time, while the older ones are being added to each month.

A PERIOD OF DEPRESSION

During the latter months of 1929, however, the industry has felt the effects of the general economic depression, and there is little prospect of the demand increasing for some little time to come. This falling off in the domestic demand has given rise to a serious discussion among the leading mills as to the advisability of again limiting production in order to adjust the situation. The production of foreign-style paper during October amounted to 117,264,863 pounds, while sales are placed at 108,958,800 pounds, the former showing a decrease of 2,523,157 pounds, or 2.1 per cent, and the latter 7,488,284 pounds, or 6.4 per cent, from the September figures. Stocks of paper at the end of October increased by 794,500 pounds over the previous month and 3,871,500 pounds over the corresponding month of 1928.

Production of foreign-style paper by mills that are members of the Japan Paper Manufacturers' Association totalled 1,151,515,013 pounds in 1927, rising to 1,305,754,720 pounds in 1928. The exact figures of the output of the mills that are connected with the association are not available, but 50,000,000 pounds is the estimate of the trade. Sales of foreign-style paper rose from 1,131,568,527 pounds in 1927 to 1,292,597,670 pounds in 1928, and during the first ten months of 1929 sales totalled 1,138,118,242 pounds.

PROPOSED JAPANESE IMPORT TARIFF REVISION

JAMES A. LANGLEY, COMMERCIAL SECRETARY

Tokyo, November 20, 1929.—In an attempt to improve the country's international financial standing and reduce her payments abroad, Japan is now confronted with two serious economic problems: one the lifting of the gold embargo and the other tariff revision. Wheat, wheat flour, foreign rice, Chinese silk, sugar, and iron and steel are the tariff items on which interest is mainly centred.

The average annual import of foreign wheat has been in the vicinity of 676,622 tons with a value of \$35,843,500. In the 1926 tariff reform the duty on wheat was increased from 38½ cents per 133¼ pounds to 75 cents, with a rebate on imported wheat used in the manufacture of flour for export. The reason given for this upward revision was the desire to encourage an increase in the production of domestic wheat. According to available statistics this has proved successful, and the area planted to wheat has increased from 1,146,928 acres in 1927 to 1,213,097 acres in 1928. The average annual wheat production during the last three years is placed at 2,977,740 bushels, valued at \$53,000,000. According to an official opinion, it should be possible by tariff protection and other methods of encouragement to increase the wheat areas by 208,310 acres each year, until at the end of fifteen years a total area of 3,185,910 acres will be wholly planted to wheat, thereby making Japan self-sufficient in her domestic wheat supply, so that she would be no longer dependent on Canada and other countries for wheat running into a value of over \$35,000,000 annually. There seems to be some doubt as to whether the farm lands are available for this extended acreage, and whether at the end of fifteen years the consumption of foreign wheat in Japan will not have increased and the domestic production prove as inadequate then as now to provide for the nation's requirements. There is also some doubt as to whether the strong encouragement given to wheat growing may not react on the growing of less remunerative farm products, necessitating increased importation of other daily wants. The Imperial Agricultural Association, an organization that has wielded considerable influence in agrarian circles in Japan for many years, has been exerting considerable pressure on the authorities for an increased duty on wheat. The present Cabinet has been the subject of criticism by agricultural bodies for its alleged indifference to the interests of the rural communities, and because of unusual declines that have taken place in the price of rice and other agricultural products during the present year.

There is some agitation to raise the tariff on iron and steel, but its realization is regarded as doubtful under present conditions. A number of private iron manufacturers are urging that it is better for Japan to restrict the quantity of imports or establish a special licence system for importing special kinds of steel products that are manufactured to some extent in this country. It is understood, however, that the Government Steel Works, and the Commerce and Industry Department, favour the raising of the tariff and are opposing the import permission system, which they consider would develop into a monopoly with a consequent increase in the prices of the domestic products.

MARKET FOR PACKING HOUSE PRODUCTS IN HONGKONG AND SOUTH CHINA

PAUL SYKES, CANADIAN TRADE COMMISSIONER

Hongkong, December 9, 1929.—There is a growing market for Canadian packing house products in Hongkong and South China. To date the average buyer of such goods or dealers handling them are unaware that Canadian bacon, hams, sausages, tongues, cheese and related products are generally as high in quality as similar goods produced elsewhere and at the same time priced as favourably. The trade has been quite largely controlled by United Kingdom, Australian, Danish and Japanese exporters, and although some progress has been made by Canadian firms in establishing a foothold in Northern Chinese markets, the opportunities offering in South China are as yet awaiting development.

BACON

The bacon market may be divided roughly into three sections, one of which represents the demand for a high-quality product for almost exclusively European consumption, another calling for an average quality at reasonable prices, and a third which requires a bacon of low price almost regardless of quality. The first of these is a market which is now catered to by English and Danish exporters. The second is quite largely in the hands of Australian packers and some local producers. The third is also supplied by local establishments and from Japan.

Canadian bacon will best meet the requirements for the high-class and medium-quality articles. Occasionally, when domestic prices are depressed, some trade in cheap lines might be possible, but it is doubtful if this will frequently be the case, the extremely low quality of cheap bacons as demanded by the Chinese population rendering it unlikely that Canadian lines of such quality and comparable price will be available.

Bacon as sold by the larger stores in Hongkong and the compradore shops is preferably streaky sides and backs, single smoked, in pieces of about 8 to 10 pounds, wrapped in heavy waxed paper and canvas and packed with sack in boxes holding 10 pieces. Owing to the great difficulty of keeping perishable foodstuffs in good condition in this climate, particular attention must be paid to the smoking process, but it will be found that buyers will usually specify their own requirements.

Sliced bacon, packed in tins, commands a fair sale for shipment to coast ports and for consumption on ships, particularly during the summer season.

HAMS

Australian uncooked hams are probably better known in Hongkong than any other imported variety. The Canadian product, however, is known throughout a part of the trade and is recognized as satisfactory in quantity and fairly priced. As in the case of bacon, uncooked hams should average from 8 to 10 pounds in weight and be packed in salt in cases containing about 100 pounds net. Each ham should preferably be wrapped in seeds and canvas.

The demand for canned cooked and boneless hams is quite substantial. These have in the past been imported chiefly from Germany and England, but the high quality of some Canadian samples recently received leads to the impression that business in this line may be accelerated. A heart-shaped tin is best known, but the cylindrical shape will probably be favoured as enabling the production of a uniform article. Cans may weigh around 10 pounds and contents some 2 pounds less.

SAUSAGES

There is a good market for sausages in tins. A preference exists for flat oval tins, but talls will be accepted. English and American sausages are best known, pork being preferred to beef.

TONGUES

Tinned tongues enjoy a wide distribution in Hongkong and South China ports. Sheep and pork tongues are the most popular, the former being imported largely from Australia and New Zealand and the latter from the United States.

CHEESE

Canadian packers have already done business in cheddar and processed cheese in this territory and their products meet with general approval. Cheddars are bought in varying sizes, depending on individual requirements. Processed cheese in 5-pound or larger blocks and in $\frac{1}{2}$ -pound or 1-pound cartons sells freely, its most serious competitor being a low-priced skim-milk cheese of Dutch manufacture. Canadian firms who could offer for sale a skim-milk cheese at 18 cents per pound c.i.f. would be assured of large business.

Canadian firms interested in the market for such products should communicate with the Trade Commissioner's office in Hongkong, furnishing samples and prices whenever possible. Should correspondence with local agents or buyers be preferred, a list of reliable firms may be had on application to the Department of Trade and Commerce, Ottawa (quoting file No. 22087).

MARKET FOR CHEESE IN CENTRAL AND NORTH CHINA

W. J. RIDDIFORD, ASSISTANT TRADE COMMISSIONER

Shanghai, December 6, 1929.—During the year 1927 Canadian cheese manufacturers enjoyed a large sale of their kraft type products in China, and they have been surprised at the decline which this business has suffered since that time. The year 1927 was an abnormal buying time for all lines in China, the large numbers of troops garrisoned in China during that year materially increasing the demand for cheese.

The bulk of the cheese imported into China is consumed by the foreign population, but there is a certain demand among foreign-educated and among the wealthier Chinese. The great mass of the people cannot afford to buy imported cheese, and are quite satisfied with their own home-made product, which corresponds to a very mild and new Canadian cheddar.

STATISTICS OF COMPETITIVE IMPORTS

The following table shows the importations of cheese into China during the period 1926-28:—

Imported from	1926 Piculs	1926 Val. Hk.T.	1927 Piculs	1927 Val. Hk.T.	1928 Piculs	1928 Val. Hk.T.
United States . . .	1,296	72,051	1,229	75,575	757	47,246
France	362	25,527	312	22,302	404	32,100
Canada	375	9,077	658	42,099	485	28,826
Netherlands . . .	138	8,326	288	14,571	435	22,172
Great Britain. . .	87	6,579	82	7,028	124	8,985
Italy.	44	4,126	107	9,609	255	18,188
Other countries . .	219	11,438	108	7,085	510	33,320
Gross imports.	2,521	137,124	2,784	178,359	2,970	190,837

NOTE.—1 Haikwan tael = approximately 80 cents Canadian. 1 picul = 133 $\frac{1}{3}$ lbs.

While gross imports are steadily increasing, importations from the United States, the largest source of supply, are decreasing. Canadian cheese may be said on the whole to be gaining in favour, having regard to the fact that 1927 was an abnormal year.

VARIETIES OF CHEESE

Kraft cheese is the variety that is in chief demand in China, and it is supplied principally by the United States, Canada, and the Netherlands. Recently a cheap Dutch skim-milk kraft has made great inroads in this market, seriously affecting imports of kraft cheese from other countries. On account of the cosmopolitan nature of the foreign population, almost every variety of cheese is imported, demand being dependent on the number of a particular nationality living in a certain locality. For instance, in Shanghai there is a considerable French population, and therefore French and Swiss cheese, such as Roquefort, Camembert, and Gruyère, are imported regularly. Cheddar cheese is not in great demand and is not well known, although in 1927 large orders were placed, mostly for troops' rations.

PACKING

Kraft cheese is packed in half-, one-, and five-pound blocks wrapped in tin-foil, smaller weights boxed in cardboard, and the five-pound blocks in wood. The new Dutch kraft cheese, however, is packed in hermetically sealed tins, and is well liked for its good keeping qualities under trying climatic conditions. Indeed, this tinned cheese, although it is claimed to be a cheaply made product, is shipped from the Netherlands in ordinary stowage and arrives in excellent condition. Canadian cheese manufacturers enjoying or contemplating any business with warm countries would do well to study the competitive costs of this packing, which undoubtedly appeals to local dealers, retailers, and consumers.

PRICES

Since kraft cheese is the variety in chief demand, and the one which Canada can and does supply, manufacturers should realize that price is the big factor in this business in China. A good-quality article with a high butter fat content is not appreciated, and cannot enjoy a wide sale or secure a correspondingly high price. The new Holland kraft cheese is selling at the time of writing ex godown Shanghai for approximately G.\$1.54 per five-pound tin, whereas well-known and better-grade Canadian kraft cheese is selling at approximately G.\$1.88 per five-pound box. The sale of the latter is dropping off rapidly, whereas the Holland article is gaining in popularity. In the foregoing table of imports the 1928 figures reveal the fact that American cheese imported into China cost 62·4, Canadian 59·4, and Holland 50·9 Hk. taels per picul. French, Italian, and English cheeses were worth respectively 79·4, 71·3, and 72·4 Hk. taels per picul; but of course these three are more or less in the nature of special brands and are not strictly comparable with kraft cheese prices.

TARIFF

The duty on cheese entering China is $17\frac{1}{2}$ per cent ad valorem on the whole-sale market value of the goods in local currency at the port of importation. There are no tariff preferences.

POINTS OF IMPORTATION

During 1928 cheese to the value of 97,030 Hk. taels was imported into Shanghai; in other words, almost half of the imports into China were entered at Shanghai. During the same period the port of Tientsin took to the value

of 42,621 Hk. taels, and the figures for Harbin and Dairen were 24,635 and 12,024 taels respectively. These four ports during 1928 imported cheese to the value of 176,310 taels out of a total importation valued at 190,837 taels.

METHOD OF SALES

An exclusive agency agreement with a firm which has branches in the main ports of China is an excellent method of securing distribution, though this business is also done by local agents at the most important centres. Commission for the agent is generally around 10 per cent. Canadian and American manufacturers often demand letters of credit to cover their shipments, but the cheap Holland cheese which has met with so much success is sold on a credit basis of thirty, sixty, and even ninety days. Canadian firms interested in entering this market with their kraft cheese should send samples and prices to this office. It will be difficult to interest a desirable firm to take on a Canadian agency, however, unless present prices are met. In this connection, packing in tins of a lower-grade product which can be shipped in ordinary stowage should be studied, as such an article would no doubt be saleable in other price markets where the climate is tropical or sub-tropical.

ADVERTISING

Cheese is seldom advertised. The best method of securing an increased volume of sales in this market is to provide an article in attractive packing at a cheap price. Once a certain brand or chop is known for its cheapness and keeping qualities, its sale will steadily increase. This fact is emphasized by the success of the new Holland cheese already referred to. As far as known, it has never been advertised, and the increase in sales it is enjoying is to be attributed to its favourable price, attractive tin packing, keeping qualities, and to the credits granted to agents.

TRADE AND ECONOMIC CONDITIONS IN CHINA

L. M. COSGRAVE, CANADIAN TRADE COMMISSIONER

Shanghai, December 20, 1929.—Despite the hopeful outlook of the first half of 1929, when trading conditions became more stable than they had been for some years past, the political situation throughout China has reverted to the chaotic situation which existed in 1927, with a consequent direct reaction on both import and export trade.

At the time of writing, though conditions are normal in all the main Treaty ports, stocks are rapidly accumulating in practically all types of commodities due to the dislocation of transport throughout Central and North China and the lack of ready funds throughout the interior due to heavy imposts by the military authorities and provincial tax bureaux. As a result, import transactions have been reduced to a minimum and practically no forward buying is in evidence.

The Nationalist Government, against whom a number of military leaders throughout Central and North China have rebelled, are undoubtedly passing through the most severe test they have experienced since the establishment of the capital at Nanking. Indications at the time of writing are, however, that a compromise will be effected in Government circles which will satisfy the demands of the various provinces affected and enable the Government as a whole to continue the steady stabilization of China which was in evidence during the first half of the year. The Russo-Chinese dispute in Manchuria, which was rapidly approaching serious warfare, now appears to be solved.

Added to the foregoing difficulties has been the adverse exchange rate which has increased the price of foreign imports by some 20 per cent, thus seriously curtailing purchases of all types of commodities. Numerous firms, both foreign and Chinese, have been seriously affected by these conditions, though, profiting by the experience of the past few years, all forward commitments have been on a conservative basis, and it is not anticipated that many firms will be in financial difficulties over the New Year.

Though the more important Canadian exports to China, such as wheat and flour, have shown serious reductions, other lines continue to be satisfactory.

NORTH CHINA AND MANCHURIA AS A MARKET

L. M. COSGRAVE, CANADIAN TRADE COMMISSIONER

III*

North China and Manchuria

Though statistical data do not always form an accurate guide to trading possibilities in foreign countries, the progress in imports and exports through the main treaty ports to North China and Manchuria has been so pronounced during the past few years as to attract the attention of the main exporting countries of the world.

As emphasized in previous reports, this remarkable growth has been due to two main conditions: first, the intensive development of South Manchuria and its tributary area by means of the South Manchurian railway and Japanese commercial enterprises, plus the coincident development of the mutually-owned and operated Russo-Chinese line in North Manchuria; and second, the extraordinary migration from the chief Chinese agricultural provinces into the virgin territories of Manchuria. As a result of this migration, Manchuria has grown from a population of from 1,000,000 to 2,000,000 in 1913 to one estimated at 30,000,000, chiefly of an excellent agricultural type, which has settled successfully on the vast plains of Manchuria and been followed by many small industries and by commercial distributing houses, in addition to the establishment of up-to-date industrial plants to take care of the increasing export trade in raw and semi-manufactured materials which are now being shipped to the chief countries of the world.

As an indication of the importance of the main treaty ports in North China and Manchuria, the following short table showing the value of the direct foreign trade of each port for 1927 and 1928 is given:—

TRADE OF TREATY PORTS, 1927 AND 1928

	1927			1928		
	Imports	Exports	Total	Imports	Exports	Total
	Values in Thousands of Canadian Dollars					
Harbin	15,418	47,847	63,266	19,540	53,505	73,045
Antung	25,683	37,668	63,415	31,157	29,545	60,703
Dairen	71,482	109,772	181,254	81,930	131,851	213,784
Newchwang	8,504	3,483	11,987	12,325	5,455	17,781
Chinwangtao	2,571	4,669	7,241	4,440	4,641	9,082
Tientsin	70,624	62,236	132,860	78,843	57,397	136,240

Of chief interest to exporters abroad are the figures shown for the two chief entry ports, viz., Dairen and Tientsin, which have been mentioned in previous sections of this report.

* Former reports in this series were published in Nos. 1352 and 1353.

The figures therein cover a wide range of commodities from abroad, and represent not only established requirements but imports of many new commodities designed to supply newly established and potential industries and a growing demand on the part of the local population for Western products of all kinds, ranging from foodstuffs and clothing to motor cars, bicycles, electric fixtures, and machinery.

The following main groups of commodities will indicate the relative importance of North China and Manchuria as compared to the whole of China, and will perhaps serve to emphasize the necessity of paying particular attention to the possibilities of this market:—

FLOUR

This constitutes probably the largest individual import into North China, chiefly through the port of Tientsin, owing to the fact that the larger flour mills in China are located in Shanghai, and though modern mills exist in Tientsin, the difficulty of securing supplies during the past few years has necessitated large imports from foreign sources. Imports in 1927 amounted to 3,800,000 piculs (1 picul = $133\frac{1}{3}$ pounds) valued at G\$14,700,000 (Canada 670,000 piculs valued at G\$2,660,000). Of the total from all countries, Dairen imported 470,000 piculs valued at G\$2,100,000, and Tientsin 1,800,000 piculs valued at G\$7,350,000.

These figures showed a remarkable increase in 1928, when imports into all China amounted to 5,900,000 piculs valued at G\$21,980,000, of which Canada supplied 1,200,000 piculs valued at G\$4,480,000. Of this total, Dairen absorbed 600,000 piculs, and Tientsin 2,600,000 piculs, the total value into North China amounting to G\$11,900,000.

Canada and the United States were the chief foreign sources of supply, followed by Japan, though heavy shipments are made annually from the Shanghai mills to Tientsin. The latter, however, represents a large percentage of Canadian and American wheat.

PAPER

Paper, Common Printing, containing mechanical wood pulp.—North China and Manchuria are not large importers, though prospects are promising. China as a whole imported in 1927 to the value of G\$4,130,000 and in 1928 G\$4,900,000, of which Dairen and Tientsin together are credited with G\$56,000 in 1927 and G\$19,600 in 1928.

M.G. Cap (made chiefly of mechanical wood pulp).—Imports into China amounted to G\$3,710,000, of which Tientsin absorbed G\$742,000 and Dairen G\$133,000. A large decrease was shown, however, in 1928, with total imports into China amounting to G\$2,660,000, of which Tientsin absorbed G\$490,000 and Dairen G\$32,210. Owing to heavy overstocking, there is a temporary depression.

Packing and Wrapping, including Kraft.—Imports into China in 1927 amounted to G\$910,000, of which Tientsin absorbed G\$105,000 and Dairen G\$91,000, as compared with 1928, when imports amounted to G\$1,190,000, with Tientsin importing G\$91,000, and Dairen G\$112,000.

Paper, Printing (free of mechanical wood pulp).—Paper imports into China amounted to G\$1,680,000 in 1927, of which Tientsin absorbed G\$350,000 and Dairen G\$280,000. Imports in 1928 were valued at G\$2,450,000, of which Tientsin is credited with G\$483,000, and Dairen G\$322,000.

During the past eight months Canadian manufacturers of newsprint, kraft, wrapping and printing papers, have entered the China market, though so far North China has not been touched.

Samples of the types of paper required in North China, particularly by such organizations as the Chinese Eastern Railway, are on file at the Department of Trade and Commerce, Ottawa, and may be seen on application.

SULPHATE OF AMMONIA

This item has shown a remarkable increase in the past few years, due to the growing knowledge of Western methods, though to date it has been chiefly confined to South China and the Yangtze valley. With the development of agriculture in the north, however, there should be a still wider market for this commodity.

China's total imports in 1927 amounted to G\$3,640,000, of which Tientsin is credited with G\$119,000, and Dairen G\$4,900. Imports increased in 1928 to G\$6,440,000; decreases were shown in Tientsin and Dairen. The Canadian product is highly regarded in South China.

TIMBER

Timber, Hardwood.—Imports into China amounted in 1927 to G\$1,190,000, of which Dairen is credited with G\$70,000, and Tientsin G\$21,000. These increased in 1928 to G\$1,680,000, of which Dairen is credited with G\$81,200, and Tientsin G\$88,900.

Timber, Softwood.—Imports into the whole of China amounted in 1927 to G\$6,160,000, of which Tientsin is credited with G\$1,470,000, and Dairen G\$490,000. These increased to G\$7,770,000 in 1928: Tientsin, G\$1,400,000; Dairen, G\$518,000. Imports of softwoods from Canada in 1927 were valued at G\$79,100, and in 1928 at G\$371,000.

RUBBER GOODS

India-rubber and Gutta-percha Tires.—Imports into all China amounted to G\$1,680,000 in 1927: Tientsin, G\$508,200; and Dairen, G\$224,000. These increased to G\$2,380,000 in 1928: Tientsin, G\$595,000; Dairen, G\$301,000. The rapid development of motor roads is expected to provide a large and growing market for this commodity.

India-rubber and Gutta-percha Boots and Shoes.—Imports into all China amounted to G\$2,450,000 in 1927: Tientsin, G\$84,000; and Dairen G\$238,000. These increased in 1928 to G\$3,465,000: Tientsin, G\$98,000; Dairen, G\$364,000. As climatic conditions in North China are very similar to those in Canada, particularly as influencing the sale of the heavier varieties of rubber boots and shoes, there would appear to be an excellent opening for Canadian manufacturers.

VEHICLES

Motor Cars.—Imports into all China in 1927 amounted to G\$2,800,000: Dairen, G\$812,000; and Tientsin, G\$560,000. In 1928 these were valued at G\$3,430,000: Dairen, G\$980,000; and Tientsin, G\$350,000.

Bicycles, Spare Parts thereof, and Materials for Making.—Total imports into China in 1928 amounted to G\$325,500: Tientsin, G\$784,000; and Dairen, G\$224,000. The chief sources of supply are Great Britain, Germany, and Japan. There is a continually growing market for a cheap, strong, and durable bicycle throughout North China and Manchuria—one that can be used in the small paddy paths across country where there are no roads.

Frames, wheels, and tires to be assembled in China constitute a large part of the above imports.

METALS AND MINERALS

The industrial expansion now taking place in North China and Manchuria is indicated by a steady increase in the range of metals and minerals for industrial use now being imported into the northern area. A few of the more important items, which may be of interest to Canadian shippers, may be mentioned:—

Aluminium, tin and lead foil, chiefly for use in cigarette factories, was imported into Tientsin to the value of G\$350,000 in 1928, and into Dairen to the value of G\$310,000 out of a total import into all China of G\$2,500,000.

Iron and Steel, Ungalvanized, Bar Croppings and Bar Ends.—Imports into China were valued at G\$1,960,000: Tientsin, G\$189,000; and Dairen, G\$77,000.

Nails, Wire and Cut.—Imports into China in 1928 were valued at G\$1,680,000: Tientsin, G\$175,000; and Dairen, G\$210,000. Supplies to the latter port, however, are chiefly from Japan, whereas Tientsin's supplies are from Germany, Great Britain, and the United States.

Pipes and Tubes.—Imports into China in 1928 were valued at G\$1,190,000: Tientsin, G\$112,000; and Dairen, G\$476,000.

Rails.—Imports into China in 1928 were valued at G\$5,040,000: Tientsin, G\$28,000; Dairen, G\$2,030,000—chiefly for new railway developments in Central Manchuria.

Iron and Steel Galvanized Wire.—Imports into China during 1928 amounted to G\$980,000: Tientsin, G\$98,000; and Dairen, G\$203,000.

Lead, Pigs or Bars.—Imports into China amounted to G\$966,000: Tientsin, G\$49,000; and Dairen, G\$38,500. Canada is a prominent supplier of this commodity, though a cheaper grade of Chinese lead in pigs has recently appeared on the market suitable for use in small industries.

Wire Netting and Gauze.—Imports into China in 1928 were valued at G\$203,000: Tientsin, G\$46,200; and Dairen, G\$42,700.

These are chiefly from Japanese and German sources, though a market is developing for higher grades similar to those of Canadian manufacture.

FISHERY AND SEA PRODUCTS

Herring, Salt.—Imports in 1928 were valued at G\$700,000: Tientsin, G\$70,000; and Dairen, G\$56,000. The chief markets are South and Central China, as Japanese fisheries are in a position to supply the bulk of North China's requirements.

ANIMAL PRODUCTS, CANNED GOODS AND GROCERIES

Imports of these products are steadily increasing in both North China and Manchuria to meet the needs of the growing population and increase in prosperity. The following figures may be of interest to Canadian shippers:—

Bacon and Hams.—Imports into China in 1928 were valued at G\$308,000: Tientsin, G\$14,000; and Dairen, G\$4,200.

Butter.—Imports into China were valued at G\$154,000 in 1928: Tientsin, G\$112,000; Dairen, G\$18,200. The bulk of Tientsin's requirements are transhipped at Shanghai, chiefly from American, Canadian, and Australian sources. Direct shipment to Tientsin in refrigerated steamers should serve to increase this trade.

Biscuits.—Imports into China in 1928 were valued at G\$365,400: Tientsin, G\$34,300; and Dairen, G\$14,000. The chief sources of supply are Great Britain, France, and the United States, but the market is reported to be steadily expanding, particularly among the Chinese.

Milk, Condensed.—Imports into all China during 1928 amounted to G\$1,442,000: Tientsin, G\$112,000; and Dairen, G\$91,000. Here again direct shipments should assist in expanding the market. The chief sources of supply are the United States and Switzerland, while Canada has made a satisfactory entry during the past two years.

Cheese.—Imports into China during 1928 amounted to G\$133,000: Tientsin, G\$29,400; and Dairen, G\$8,400. Here again the market is capable of development, particularly by direct shipment. It is evenly divided at present between the United States, Canada, France, Great Britain, and Holland.

Chocolate and Confectionery.—Imports into China in 1928 amounted to G\$924,000: Tientsin, G\$105,000; and Dairen, G\$252,000. Japan supplies the bulk of Dairen's requirements, whereas Tientsin is supplied chiefly from Great Britain and France, with a satisfactory entry by Canadian firms in package chocolates and bars, the latter selling well throughout Manchuria.

Macaroni and Vermicelli.—Imports into China in 1928 amounted to G\$910,000: Tientsin and Dairen together are credited with G\$17,500. This market is capable of large development as this commodity forms a popular item in China's foodstuffs. Canadian supplies have been received with considerable favour, though a lower grade and price is required for this market.

FRUITS AND VEGETABLES

Apples, Fresh.—Imports into China—chiefly from Japan, the United States, and Canada—amounted in 1928 to G\$462,000: Tientsin, G\$31,500; and Dairen, G\$42,000. Tientsin's requirements are chiefly supplied by transshipment from Shanghai and Korea, the latter furnishing serious competition throughout North China and Manchuria.

CHEMICALS

Soda Ash.—Imports into China during 1928 were valued at G\$1,680,000: Tientsin, G\$196,000; and Dairen, G\$364,000. The chief sources of supply are the United States, Germany, and Great Britain.

Caustic Soda.—Imports into China in 1928 were valued at G\$910,000: Tientsin, G\$38,500; and Dairen, G\$59,500. This item also shows a considerable increase and is in steady demand throughout North China.

Medicinal and Pharmaceutical Preparations.—Out of a total import into China of G\$7,230,000, Tientsin is credited in 1928 with G\$329,000, and Dairen with G\$469,000.

DYES AND PIGMENTS

Red, white, and yellow lead was imported into all China in 1928 to the value of G\$490,000: Tientsin, G\$70,000; and Dairen, G\$39,200.

Paints, including enamels, varnishes and flat paints, constitute an important item in China's imports, amounting in 1928, for the whole of China, to G\$1,400,000: Tientsin, G\$105,000; and Dairen, G\$259,000. With the increase in building operations throughout Manchuria, the North China market should show steady expansion. The chief sources of supply at present are the United States, Great Britain, and Germany. Here again transshipments are chiefly via Japan and Shanghai, whereas direct shipment from the West Coast is available and should assist in securing entry, particularly in the Tientsin market.

LEATHER, AND MANUFACTURES OF LEATHER

Belting.—China's total imports in 1928 amounted to G\$595,000: Tientsin, G\$45,500; and Dairen, G\$81,200. The chief sources of supply are Great Britain, the United States, and Japan. Canadian shipments have been well received during the past few months and compete in price and quality.

Calf or Kid, Enamelled, Japanned and Patent.—Imports into China amounted in 1928 to G\$2,170,000: Tientsin, G\$136,500; and Dairen, G\$161,000. The chief sources of supply are the United States and Japan (the latter for cheap quality), with Canadian products steadily increasing in popularity.

Sole Leather.—Imports into China in 1928 (which include bellies and shoulders, sides and butts) amounted to G\$3,080,000, of which Tientsin absorbed G\$329,000; sides and butts are chiefly in demand (Dairen is credited with G\$770,000). The chief sources of supply are the United States and Australia, with a steady increase noted in Canadian shipments. The American type is well known and preferred throughout China.

TENDERS FOR NEW LEAGUE OF NATIONS BUILDINGS IN GENEVA

The Building Committee appointed in accordance with the Assembly resolution of September 25, 1924, to supervise the work of construction of the League's new buildings has recently had under consideration the method to be followed in inviting tenders and allotting contracts. The numerous requests for information already received from firms in many countries testify to the wide interest taken in this work and the committee desires to make it possible for all firms to compete who wish to do so and can satisfy the committee of their competence to carry out satisfactorily the work which might be allotted to them. Firms wishing to tender for any work whatsoever, even for work which cannot be undertaken for some time yet, are requested to register their names and references with the Secretariat forthwith. After examination of references a list of approved firms in each trade will be established and only firms figuring on this list will be admitted to tender.

A note explaining fully the procedure to be followed by firms wishing to register is on file at the Department of Trade and Commerce, Ottawa, and may be obtained on application by interested Canadian firms (quote file No. 26204).

TOURS BY TRADE COMMISSIONERS

The following tours will shortly be undertaken by Trade Commissioners in the interests of Canadian trade:—

Mr. C. Noël Wilde, Trade Commissioner in Mexico City, will visit the republics of Central America during February and March. He will call on importers in Guatemala, El Salvador, Spanish Honduras, Costa Rica, and possibly also in the Crown Colony of British Honduras.

Mr. J. A. Strong, Trade Commissioner in Panama City, will in the middle of February begin a tour of Colombia and Venezuela.

Mr. F. W. Fraser, Trade Commissioner in Jamaica, will visit Nassau, Bahamas, in the middle of February.

Firms interested in any of these markets, and who desire investigations to be undertaken in their behalf, are requested to communicate direct with the Trade Commissioners.

Mr. J. C. Macgillivray's Itinerary

Mr. J. C. Macgillivray, Canadian Trade Commissioner in Rotterdam, will visit the following cities as under:—

Winnipeg Jan. 24 and 25
Saskatoon Jan. 27
Edmonton Jan. 29

Vancouver Jan. 31 to Feb. 15
Victoria Feb. 17-18

Canadian firms who desire to interview Mr. Macgillivray are requested, in the case of Vancouver, to communicate with Mr. Hugh Dalton, Secretary, Canadian Manufacturers' Association, and in that of the other cities included in the itinerary, with the Secretary of the Board of Trade or Chamber of Commerce.

TARIFF CHANGES AND CUSTOMS REGULATIONS

British Merchandise Marks Act: New Marking Order

Referring to the notice published on page 763 of *Commercial Intelligence Journal* No. 1348 (November 30, 1929), the draft marking order in question was confirmed on December 17 last. The new order is entitled the Merchandise Marks (Imported Goods) No. 5 Order, 1929. It requires the following classes of goods to bear an indication of origin:—

- (1) Scientific glassware as from March 17, 1930.
- (2) Domestic, fancy and illuminating glassware, as from June 17, 1930.
- (3) Hosiery, as from August 1, 1930.
- (4) Implements and tools, as from July 1, 1930.
- (5) Steel nails, as from March 17, 1930.
- (6) Portland cement, as from March 17, 1930.
- (7) Asbestos cement products, as from March 17, 1930.
- (8) Wood split pulleys, as from March 17, 1930.

The order will apply to the goods specified above at the time of sale and exposure for sale. In the case of scientific glassware, it will also apply at the time of importation.

British Guiana Tariff Changes

Mr. F. L. Casserly, Acting Trade Commissioner in Trinidad, writes under date December 30, 1929, respecting certain changes in the tariff of British Guiana which became effective on November 13—

Formerly all implements and tools were admitted free if of British Empire origin, and paid 5 per cent ad valorem duty if not. Only agricultural and industrial implements and tools are now admitted at these rates; implements and tools of other kinds (except for aircraft) now pay $16\frac{2}{3}$ per cent and $33\frac{1}{3}$ per cent preferential and general respectively.

Aircraft, parts and tools therefor, and aviation spirit for use in aircraft, are made free of duty from all sources. Aircraft and parts were formerly $16\frac{2}{3}$ per cent and $33\frac{1}{3}$ per cent preferential and general respectively. Tools for aircraft formerly paid the same duties as did all implements and tools (free and 5 per cent ad valorem, as above). The duty on aviation spirit (i.e. gasoline) used to be, per gallon, 18 cents preferential and 22 cents general, plus surtax of 30 per cent of the duty in each case, which duties are still applicable to gasoline imported for other than aviation purposes.

Exempt from duty are articles and materials of all kinds imported on or after March 23, 1929, by or on behalf of the Georgetown Sewerage and Water Commissioners for use in the local sewerage system and water works.

The provision whereby users of duty-paid gasoline or duty-paid kerosene oil for driving agricultural or industrial machinery, or machinery used for propelling boats or other craft or for the reduction of metals in the colony, were granted a drawback of 3 cents per gallon of gasoline and 11 cents per gallon of kerosene so used, has been altered so that these drawbacks shall apply on "duty-paid petroleum oil of a specific gravity of between .780 and .885, and duty-paid petrol of a specific gravity of .780 and under."

Revised List of Goods Liable to Duty on First Importation into Trinidad

The Trinidad Government has amended, with effect as from December 10 last, the list of goods which are not allowed to be bonded on importation and on which customs duties must therefore be paid within the prescribed period of ten days after landing (applicable to all goods not intended to be placed in bond). Should the duties not be paid within that time, the goods are sent to the King's Warehouse, where they are ultimately sold at auction if duty and storage fees are not paid.

From the former list, extant since November 18, 1920, and now repealed, the following items have been removed: Biscuits, butter and its substitutes,

carriages and vehicles of all kinds, lard and its substitutes, milk, paint and painters' colours, paper, and soap. These articles may therefore now be bonded. The revised list of goods that cannot be bonded is as follows:—

Animals, living; arms, ammunition and explosives; asphalt, all kinds, including pitch and tar; bricks and tiles; cattle and other animal foods; cement; cheese; chemicals; films, cinematograph; fireworks; fish (other than in tins packed in cases); fruit and nuts (other than in cases); grain, flour, pulse and preparations thereof (other than in tins packed in cases); grease, all kinds (unless warehoused in the Government petroleum warehouse); hay and chaff; matches, not contained in hermetically sealed cases of zinc or tin; meats (other than in tins packed in cases); metals; nuts and kernels other than food; oil, edible, fuel, lubricating and paint (unless warehoused in Government petroleum warehouse); other kinds including essential, medicinal and perfumed oils; salt; seeds for expressing oil therefrom; ships, boats, and launches; starch; stones and slates; sugar (unless packed in tins or cases); vegetables (other than preserved vegetables in tins packed in cases); wood and timber (lumber, shingles, shooks, staves and headings).

New Egyptian Tariff

The Egyptian Government has published a new customs tariff, not yet in force, which will replace the tariff under which a uniform rate of 8 per cent ad valorem was levied on imports in general.

Items in the new tariff of interest to Canada are as follows (Egyptian units being converted into Canadian):—

Dried cod, 35 piastres per 100 kg. gross (80 cents per 100 lbs.)
 Canned milk, 60 piastres per 100 kg. gross (\$1.36 per 100 lbs.)
 Cheese, 15 per cent ad valorem.
 Apples, 15 piastres per 100 kg. gross (\$0.34 per 100 lbs.)
 Wheat, 9 piastres per 100 kg. gross (20 cents per 100 lbs.)
 Wheat flour, 22 piastres per 100 kg. gross (50 cents per 100 lbs.)
 Wheat semolina, 30 piastres per 100 kg. gross (68 cents per 100 lbs.)
 Canned salmon, 90 piastres per 100 kg. net (including weight of tin) (\$2.04 per 100 lbs.)
 Canned fruit, 15 per cent ad valorem.
 Automobiles, 15 per cent ad valorem.
 Rubber belting, 10 per cent ad valorem.
 Canvas shoes with rubber soles, 15 per cent ad valorem.
 Rubber tires—
 Casings, 200 piastres per 100 kg. net (\$4.55 per 100 lbs.)
 Inner tubes, 400 piastres per 100 kg. net (\$9.10 per 100 lbs.)

The above rates are increased by 10 per cent, representing quay dues.

The Tariff Act, among other provisions, confers upon the Government the power to take special measures against dumping and to prevent undue discrimination in the treatment of Egyptian goods abroad. There is a single column of duties, but provision is made whereby the tariff is automatically doubled at the end of one year for those countries which by that time have not exchanged notes with Egypt for reciprocal most-favoured-nation treatment. The Government is authorized to negotiate with other countries on this basis.

The majority of items under the tariff bear rates fixed at or about 15 per cent. A certain number of products, consisting in the main of goods which may be looked upon as luxuries, are taxed at 20 per cent, this latter rate being exceeded in comparatively few cases. The number of items subject to specific and ad valorem rates is about equal.

The tariff consists of twenty-one sections and eighty-six chapters, and as regards the description of goods, generally follows the unified tariff nomenclature originally prepared by the League of Nations at Geneva.

Greek Flour Regulations

Mr. Henri Turcot, Canadian Trade Commissioner in Athens, writes under date December 19 that, upon the advice of the State Laboratory, the Greek Minister of the Interior has issued a circular prohibiting the mixing with flour of chemical substances such as persulphates, sulphate of ammonia, phosphate

of calcium, and other products of a similar nature, this prohibition applying to imported and locally produced flour. As far as locally produced flour is concerned, the minister's circular will come into force when the present stocks are exhausted, whilst with respect to imported flour it will become effective as from February 1—that is, it will apply to all flour which will be shipped from abroad on or after that date.

A circular of December 16, 1929, from the Greek Republic Ministry of the Interior Market Laws Department, to Governors General and Prefects, reads in part:—

It has been found that chemical substances are being added to imported and locally produced flour to improve the quality and colour of same. The State Laboratory does not find this adulteration permissible, although not threatening public health. Nevertheless, as it alters the quality of flour and permits confusion of lower grades with higher grades, the prohibition of the use of flour to which chemical substances have been added is imperative.

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING JANUARY 13

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending January 13, 1930, with the official bank rate. Quotations for the week ending January 6, 1930, are also given for the sake of comparison.

Country	Unit	Parity	Nominal Quotations in Montreal Week ending Jan. 6	Nominal Quotations in Montreal Week ending Jan. 13	Official Bank Rate
Austria	Schilling	.1407	\$.1439	\$.1439	7½
Belgium	Belga	.1390	.1410	.1408	3½
Bulgaria	Lev	.0072	.0073	.0073	10
Czechoslovakia	Krone	.....	.0299	.0299	5
Denmark	Krone	.2680	.2705	.2702	5
Finland	Markka	.0252	.0254	.0254	7
France	Franc	.0392	.0397	.0397	3½
Germany	Reichsmark	.2382	.2410	.2411	7
Great Britain	Pound	4.8666	4.9223	4.9151	5
Greece	Drachma	.0130	.0131	.0131	9
Holland	Guilder	.4020	.4073	.4066	4½
Hungary	Pengo	.1749	.1767	.1768	7½
Italy	Lira	.0526	.0528	.0528	7
Jugo-Slavia	Dinar	.1930	.0179	.0179	6
Norway	Krone	.2680	.2704	.2703	5
Portugal	Escudo	1.0805	.0454	.0454	8
Roumania	Leu	.0060	.0061	.0061	9
Spain	Peseta	.....	.1331	.1358	5½
Sweden	Krona	.2680	.2715	.2712	4½
Switzerland	Franc	.1930	.1959	.1956	3½
United States	Dollar	1.00	1.0098	1.0103	4½
Argentina	Peso (Paper)	.4244	.4115	.4091	..
Brazil	Milreis	.1196	.1107	.1161	..
Chile	Peso	.1217	.1222	.1218	6
Colombia	Peso	.9733	.9770	.9774	9
Mexico	Peso	.4985	.4840	.4760	6-7
Peru	Libra	4.8666	4.0292	4.0311	7
Venezuela	Bolivar	.1930	.1943	.1944	..
Uruguay	Peso	1.0342	.9492	.9370	..
Cuba	Peso	1.0000	1.0095	1.0100	..
Java	Guilder	.4020	.4064	.4061	5½
Shanghai	Tael	.....	.5049	.5152	..
India	Ruppee	.3650	.3698	.3687	7
Japan	Yen	.4985	.4963	.4970	5.48
Siam	Baht (Tical)	.4424	.4594	.4596	..
Straits Settlements	Dollar	.5678	.5692	.5689	..
Jamaica	Pound	4.8666	4.9230	4.9176	..
British Guiana\$}				
Barbados . . . . .	..\$}	1.0000	1.0155¼—1.0255¼	1.0125½—1.02 29½	..
Trinidad\$}				
Other British West Indies . . . . .	..\$}	1.0000	1.0147¼—1.0253¼	1.0125½—1.03 1½	..
Martinique	Franc	.0392	.0397	.0397	..
Guadeloupe	Franc	.0392	.0397	.0397	..

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT KINGSTON, BELLEVILLE, PETERBOROUGH, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.); AND THE MARITIME PROVINCES TRADE COMMISSION, TORONTO.

Canadian exporters should, for follow-up purposes, send a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which it emanated.

General Trade Inquiries

108. BONELESS COD.—A Liverpool firm with considerable experience in the marketing of salt fish wish to represent a Canadian exporter in a position to offer boneless salt cod, packed in 1-pound cartons, under shippers' brand, as agents, on a commission basis.

84. CANNED LOBSTERS.—A firm of importers in Hamburg, Germany, wish to get in touch with Canadian exporters of canned lobsters.

85. PASTEBOARD.—Commission agent in Athens desires to be put into touch with Canadian firms in a position to export pasteboard used in shoe manufacturing and box-making, as per samples on file at Ottawa.

86. CARBONIZED HAIR, ANIMAL AND VEGETABLE HAIR.—A French firm with good connections desire to receive c.i.f. quotations Le Havre on the above carbonized hair and raw animal and vegetable hair.

Trade Inquiries from North China

87. PROVISION LINES AND CONFECTIONERY.—British firm in Tientsin desire to make connections with Canadian suppliers of canned provisions and confectionery. Prices and samples and all data should be sent direct to the firm in question.

88. CANNED FRUITS.—Chinese firm in Harbin desire to make connections with Canadian suppliers of canned fruits. Prices and samples should be forwarded direct with all data.

89. FISH PRODUCTS.—Chinese firm in Harbin desire connection with Canadian exporters of salted and canned fish.

90. WHEAT FLOUR.—Firm in Tientsin desire to make connections with Canadian exporters of wheat flour. Samples should be forwarded direct.

91. FLOUR.—Chinese firm in Harbin desire to have contact for North China with Canadian exporters of flour and all cereals. Samples should be forwarded direct.

92. WHEAT.—Firm in Tientsin desire contact with Canadian exporters of wheat. Samples should be forwarded direct.

93. KNITTED GOODS.—British firm desires to make connections with Canadian manufacturers of knitted goods of all kinds, such as sweaters, pullovers, ladies' underwear, etc.

94. SOLE LEATHER.—British company in Tientsin desires contact for North China with Canadian manufacturers of sole leather. Prices and samples should be sent direct.

95. LEATHER.—Chinese firm in Harbin desire to make connections with Canadian manufacturers of sole and upper leather. Prices and samples and all data should be sent direct to the firm in question.

96. PAPER.—Firm in Tientsin desire to make connections with Canadian manufacturers of paper, newsprint, kraft and M.G. cap. All prices and samples are required.

97. ELECTRICAL ACCESSORIES.—British municipal council, Tientsin, desire to make connections with Canadian manufacturers of all electrical accessories such as irons, heaters, grills, toasters, etc. Prices should be sent direct.

98. HARDWARE.—Firm in Tientsin desire contact with manufacturers of general hardware.

99. BICYCLES.—Firm in Tientsin desire to make connections with Canadian manufacturers of bicycles. Catalogues and prices should be forwarded direct.

100. SANITARY FIXTURES AND FITTINGS.—British company in Tientsin desire contact for North China with Canadian manufacturers of sanitary fixtures and fittings. Prices and catalogues, etc., should be sent direct to Tientsin.

101. FLEXIBLE CONDUITS.—British municipal council, Tientsin, desire to make connections with Canadian manufacturers of lead-covered and flexible conduits for electric wiring, etc. Prices and samples should be sent direct.

102. PIPING; WROUGHT IRON.—British company in Tientsin desire contact for North China with Canadian manufacturers of wrought iron, galvanized and black tubing for pipes, cast-iron and black water piping.

103. REINFORCED STEEL.—British company in Tientsin desire contact for North China with Canadian manufacturers of reinforced steel for concrete construction (bars, etc.). All data should be sent direct.

104. BUILDING MATERIALS.—Firm in Harbin desire contact with Canadian manufacturers of building materials. Catalogues and small samples should be forwarded direct.

105. RAILWAY MATERIALS.—Firm in Tientsin desire to make connections with Canadian manufacturers of railway materials. Catalogues and all data should be forwarded direct.

106. RAILWAY SUPPLIES.—Firm in Harbin desire to make contact with Canadian manufacturers of railway supplies. Catalogues, etc., to be forwarded direct.

107. LOCOMOTIVES.—Firm in Tientsin desire to make connections with Canadian manufacturers of locomotives, freight and passenger cars.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Halifax

To LIVERPOOL.—Newfoundland, Jan. 25; Nova Scotia, Feb. 18—both Furness Line; Albertic, Jan. 27 and Feb. 24; Norwegian, Feb. 3; Doric, Feb. 10—all White Star Line; Manchester Exporter, Jan. 29; Manchester Citizen, Feb. 13—both Manchester Line; Scythia, Cunard Line, Jan. 20 and Feb. 17.

To LONDON.—Bolivian, Jan. 20; Napierian, Feb. 3—both White Star Line; Alaunia, Jan. 27; Aurania, Feb. 10; Concordia, Feb. 24—all Cunard Line; Vardulia, Anchor-Donaldson, Feb. 17; London Exchange, Jan. 27; Cairngowan, Feb. 6; London Merchant, Feb. 10—all Furness Line.

To MANCHESTER.—Manchester Division, Jan. 25; Manchester Exporter, Jan. 28—both Manchester Line; Norwegian, White Star Line, Feb. 3.

To AVONMOUTH, CARDIFF AND SWANSEA.—Airthria, Anchor-Donaldson, Jan. 19.

To HULL.—Cairngowan, Furness Line, Feb. 6.

To GLASGOW.—Airthria, Jan. 19; Cranley, Feb. 9; Salacia, Feb. 16; Kastalia, March 2—all Anchor-Donaldson.

To GOTHENBURG.—Drottningholm, Jan. 27 and Feb. 24; Gripsholm, Feb. 3—both Swedish-American Line.

To BREMEN.—Stuttgart, Furness Line, Jan. 25.

To St. JOHN'S, Nfld.—Newfoundland, Furness Line, Jan. 25; Rosalind, Jan. 21, Feb. 4 and 18; Silvia, Jan. 28 and Feb. 11—both Furness-Red Cross Line; Farnorth (also calls at North Sydney), Farquhar SS., Jan. 31 and Feb. 14; Sollund (also calls at Newfoundland outports), Newfoundland-Canada SS., Jan. 31, Feb. 14 and 28.

To St. PIERRE-MIQUELON.—Fernfield, Jan. 21, Feb. 4 and 18; Sambro, Jan. 27 and Feb. 14; Farnorth, Jan. 31, Feb. 14 and 28—all Farquhar SS.; Sollund, Newfoundland-Canada SS. Ltd., Jan. 30, Feb. 13 and 27.

To SOUTH AMERICAN PORTS.—Canadian Skirmisher, Jan. 20; Canadian Traveller, Feb. 20—both Canadian National.

To BERMUDA, St. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, St. LUCIA, BARBADOS, St. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Lady Drake, Jan. 24; Lady Nelson, Feb. 7; Lady Hawkins, Feb. 21—all Canadian National; Peter Maersk, Jan. 30; Agnete Maersk, Feb. 13; a steamer, Feb. 27—all Ocean Dominion (do not call at Nevis, Montserrat, or Dominica).

To HAMILTON, BERMUDA; NASSAU, BAHAMAS; KINGSTON, JAMAICA; AND BELIZE, BRITISH HONDURAS.—Cathcart (does not call at Bermuda or Nassau), Jan. 25; Lady Rodney, Feb. 1; Cavalier (does not call at Bermuda or Nassau), Feb. 8; Lady Somers, Feb. 15—all Canadian National.

To PORTO RICO, St. KITTS, ANTIGUA, GUADELOUPE, MARTINIQUE, BARBADOS, TRINIDAD AND DEMERARA.—Champlain (also calls at St. Vincent, Grenada and Tobago), Jan. 30; Colborne, Feb. 13; Cornwallis (also calls at St. Vincent, Grenada and Tobago), Feb. 27—all Canadian National.

To SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Caledonia, Jan. 22 and Feb. 19; Ottar (also calls at Montego Bay and other Jamaica outports), Feb. 5—both Pickford & Black.

To AUSTRALIAN PORTS.—Canadian Leader, Feb. 15; Canadian Commander, Feb. 28—both Canadian National.

To NEW ZEALAND PORTS.—Canadian Explorer (also calls at Napier), Jan. 25; Canadian Transporter, Feb. 25—both Canadian National.

From St. John

- To AVONMOUTH, CARDIFF AND SWANSEA.—Vardulia, Anchor-Donaldson, Feb. 15.
 To GLASGOW.—Beaverburn,, Canadian Pacific, Jan. 24 and Feb. 21; Cranley, Feb. 8; Salacia, Feb. 21—both Anchor-Donaldson.
 To BELFAST.—Dunaff Head, Head Line, Feb. 22.
 To HULL.—A steamer, Furness Line, Jan. 23.
 To LIVERPOOL.—Melita, Jan. 24; Montrose, Feb. 1 and 28; Minnedosa, Feb. 7; Montcalm, Feb. 14; Beaverburn, Feb. 21—all Canadian Pacific.
 To LONDON.—Beaverdale, Feb. 21; Beaverhill, Jan. 24 and Feb. 28; Metagama, Jan. 31; Beaverbrae, Feb. 7; Beaverford, Feb. 14; Beaverdale, Feb. 21—all Canadian Pacific; a steamer, Furness Line, Jan. 23.
 To MANCHESTER.—Manchester Division, Jan. 23; Manchester Brigade, Feb. 7; Manchester Commerce, Feb. 21—all Manchester Line.
 To ANTWERP.—Beaverhill, Jan. 24; Metagama, Jan. 31; Beaverdale, Feb. 21—all Canadian Pacific; Brant County, Feb. 6; York County, Feb. 28—both County Line.
 To HAMBURG.—Beaverbrae, Feb. 7; Melita, Feb. 20—both Canadian Pacific; Emden, Jan. 28; Laval County, Feb. 15; Hada County, Feb. 28—all County-Hamburg American Line.
 To HAVRE.—Brant County, County Line, Feb. 6.
 To ROTTERDAM.—Grey County, Feb. 3; York County, Feb. 28—both County Line.
 To COPENHAGEN AND BALTIC PORTS.—A steamer, Scandinavian-American Line, Jan. 25.
 To PORT SAID, SUEZ, PORT SUDAN, ADEN, MOMBASSA, KILINDINI, TANGA, DAR-ES-SALAAM, MADRAS, RANGOON AND CALCUTTA.—City of Agra, American and Indian Steamship Line, Jan. 23 (cargo accepted for Zanzibar and other ports as required).
 To WEST AND SOUTH AFRICAN PORTS.—Cochrane, Elder Dempster Line, Jan. 25.
 To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Lady Nelson, Jan. 30; Lady Hawkins, Feb. 13; Lady Drake, Feb. 27—all Canadian National; Peter Maersk, Jan. 20; Agnete Maersk, Feb. 5; a steamer, Feb. 21—all Ocean Dominion (do not call at Nevis, Montserrat or Dominica).
 To ST. PIERRE-MIQUELON AND ST. JOHN'S, Nfld.—Sollund, Newfoundland-Canada SS. Ltd., Jan. 27, Feb. 10 and 24.

From Vancouver

- To YOKOHAMA, KOBE, SHANGHAI, HONGKONG AND MANILA.—Empress of Canada, Canadian Pacific, Feb. 15.
 To YOKOHAMA, KOBE, MIKE AND HONGKONG.—Teucer, Jan. 28; Talthybius, Feb. 18—both Blue Funnel.
 To YOKOHAMA, KOBE, OSAKA AND DAIREN.—Paris Maru, Jan. 28; London Maru, (also calls at Taku), Feb. 28—both Osaka Shosen Kaisha.
 To AUCKLAND, WELLINGTON, DUNEDIN AND LYTTELTON.—Golden Coast, Oceanic and Oriental Navigation Co., Feb. 17.
 To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Aorangi, Canadian-Australasian Line, Feb. 6.
 To WELLINGTON, MELBOURNE AND SYDNEY.—Wairuna, Canadian-Australasian Line, Feb. 24.
 To SYDNEY, MELBOURNE AND PORT LINCOLN.—Oakworth, Australian B.C. Shipping Co. Ltd., Feb. 1.
 To BRISBANE, SYDNEY, MELBOURNE AND ADELAIDE.—Anten, Transatlantic SS., February.
 To NEW ZEALAND PORTS.—Brookwood, Empire Shipping Co. Ltd., Feb. 15.
 To MANCHESTER.—Pacific Enterprise, Furness Pacific Limited, Jan. 25.
 To HAMBURG, BREMEN AND ANTWERP.—Los Angeles, Feb. 7; Oakland, Feb. 28—both Hamburg-American Line.
 To HAVRE, DUNKIRK, ANTWERP AND BORDEAUX.—Iowa, Jan. 22; Texas, Feb. 4—both French Line.
 To BARCELONA, MARSEILLES, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Cellina, Navigazione Libera Triestina, Feb. 7.
 To BAHIA BLANCA, BUENOS AIRES, MONTEVIDEO, ROSARIO AND SANTA FÉ.—Villanger, February; Hindanger, March—both Westfal-Larsen.
 To PORT OF SPAIN, TRINIDAD, BRIDGETOWN AND BARBADOS.—Tacoma, Canadian Transport Co. Ltd., Jan. 25.
 To PUERTO COLOMBIA AND TAMPICO.—Point Gorda, Jan. 30; Point San Pablo, Feb. 20 (also calls at Curacao and Kingston)—both Gulf Pacific Line.

Note.—Firms who desire information concerning ocean mail services may have their names placed on the mailing list of the Post Office Weekly Bulletin by applying to the Post Office Department.

LISTS OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

Copper Bars and Rods Bounty Act.
Electricity and Fluid Exportation Act. Electricity Inspection Act.
Electric Units Act. Gas Inspection Act. Gold and Silver Marking Act.
Grain Act. Hemp Bounty Act. Inland Water Freight Rates Act.
Statistics Act. Weights and Measures Inspection Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents.)
Canada-West Indies Conference (1920). (Price 25 cents.)
Canada-West Indies Conference Report (1925). (Price \$1.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 10 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada \$3.50; single copies, 10 cents.
Czechoslovakia as a Market for Canadian Products (1927). (Price 25 cents.)
Denmark as a Market for Canadian Products (1926). (Price 25 cents.)
French-Canadian Homespun Industry.
Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)
Lumber Market of Japan (1926). (Price 25 cents.)
Markets of British Malaya (1923). (Price 25 cents.)
Markets of Central America (1929). (Price 25 cents.)
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price 25 cents.)
Peru as a Market for Canadian Products (1926). (Price 25 cents.)
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)
Russian Trade (1916). (Price 25 cents.)
Sweden as a Market for Canadian Products (1928). (Price 25 cents.)
Switzerland as a Market (1929). (Price 25 cents.)
Trade of the African Sub-Continent (1928). (Price 25 cents.)
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Trading with Greece (1921). (Price 25 cents.)
Trading with Spain (1926). (Price 25 cents.)
West Africa and its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.

Census of Canada.
Census of Prairie Provinces (1916).
Miscellaneous Statistics respecting the following: Criminal; Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures: Vital (annual and monthly).
Monthly Bulletin of Agricultural Statistics.
Sixty Years of Canadian Progress (1927). (Price 10 cents.)
Year Book of Canada.
Report of the Dominion Statistician, Annual.
Trade of Canada (Imports and Exports), Annual and Monthly.
Trade (Internal), including grain, live stock, coal prices, etc.

COMMERCIAL INTELLIGENCE SERVICE

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E. L. McColl, B. Mitre 430, Buenos Aires. *Cable Address, Canadian.* Territory includes Chile and Uruguay.

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Commercial Agent: B. Millin, The Royal Exchange Building, Sydney, N.S.W.

Belgium

Jean J. Guay, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.* (Territory includes Roumania, Bulgaria, Hungary.)

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L. M. Cosgrave. Address for letters—P.O. Box 300. Office—North China Daily News Building, 17 The Bund, Shanghai. *Cable Address, Canadian.*

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James Cormack. Address for letters—Apartado 1945. Office Address: Calle Obrapia 35, Havana, Cuba. (Territory includes San Domingo and Porto Rico.) *Cable Address, Canadian.*

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Tokyo: J. A. Langley, Commercial Secretary. Address for letters, P.O. Box F. 101, Tokyo Central. Office, Imperial Life Assurance Building, Marunouchi, Tokyo. *Cables, Canadian.*
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South Africa

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London: Harrison Watson, Canadian Building, Trafalgar Square, S.W. 1, England. *Cable Address, Sleighing, London.*

London: J. Forsyth Smith, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C. 2. *Cable Address, Canfrucum.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany and Spain.)

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Chicago: R. S. O'Meara, Willoughby Tower, 8 S Michigan Avenue. *Cable Address, Canadian*

NOTE.—Bentley's Second Phrase Code is used by Canadian Trade Commissioners.

Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. James Malcolm, M.P.

Deputy Minister: F. C. T. O'Hara

Director, Commercial Intelligence Service: C. H. Payne

Published in English and French. Subscription Price for either edition: \$1 per annum in Canada (single copies 5 cents each): \$3.50 outside the Dominion (single copies 10 cents each). Remittances, which may be made by Post Office or Express Orders, or Drafts, or Cheques, payable at par in Ottawa, should be addressed to the King's Printer, Government Printing Bureau, Ottawa.

Vol. XLII

Ottawa, January 25, 1930

No. 1356

TABLE OF CONTENTS

	Page		Page
Conditions in United States in 1929.	129	Invoice Requirements and Consular Regulations of Mexico.	159
Economic and Commercial Conditions in Colombia.	133	Proposals for Supporting Swedish Grain Market.	160
Exports from Canada to United States.	140	Tariff Changes, Etc.—	
Iron and Steel Situation in Brazil.	142	Further Australian Duty Increases	160
Laundry Machinery Development in North of England.	147	Tariff on Bottles in South Africa.	162
North of England Hay Trade in 1929.	149	Jamaican Aid to Sugar Industry.	162
No Market for Clams in North of England.	150	New German Tariff on Wheat and Rye.	162
Commercial Notes from New South Wales.	150	Mexican Surcharge Reductions.	162
Points for Exporters to Hongkong and South China.	152	Chinese Duties Payable in Gold.	162
Business Results in Japan for the First Half of 1929.	156	Mr. J. C. Macgillivray's Itinerary.	163
French Market for Mica.	158	Foreign Exchange.	163
		Trade Inquiries.	164
		Sailings from Canadian Ports.	165
		List of Acts, etc., Administered.	167
		Commercial Intelligence Service.	168

CONDITIONS IN THE UNITED STATES IN 1929

FREDERIC HUDD, CANADIAN TRADE COMMISSIONER

New York City, January 11, 1930.—The normal slackening in business activity at the close of the year was increased naturally by the spectacular decline in the value of stocks, which unsettled conditions generally, lessened the demand for goods, decreased employment and lowered production. Both production and distribution maintained high levels in the last six months of 1928 and the first six months of 1929, but there are indications that in some lines the volume of production resulted in too great an accumulation of stocks, and the necessary slackening of production which had become imminent reduced the capacity of industry to support a weakened stock market.

Taking the year as a whole, according to the incomplete returns now available, 1929, as compared with 1928, showed a large increase in production. Shipments and deliveries of copper, rubber, steel, automobiles, cotton, machine tools, newsprint, bituminous coal, and silk showed increases, while decreases occurred in pine lumber and cement. Car loadings increased in the case of ore, coal, and coke, and decreased in the case of grain, forest products, and live stock. Factory employment and pay rolls increased. Commercial failures

were fewer but commercial liabilities greater. The chain stores enjoyed a record year, an increase of over 18 per cent being recorded in the sales of representative companies.

AUTOMOBILE INDUSTRY

As automobiles lead industry in value of production and take a large percentage of the country's raw materials, all business is affected by conditions in the automobile industry. The National Automobile Chamber of Commerce reports that the production of automobiles in 1929 was 5,651,000 as compared with 4,600,000 in 1928. The production of cars in the first three quarters of 1929 was increased over 30 per cent, as compared with a similar period in 1928, to meet an estimated increase in demand. This resulted in an accumulation of stocks which affected conditions in the automobile and associated or dependent lines. The extent to which the present accumulation of stocks will affect production in 1930 will be determined by general conditions and the volume of export business, which up to the present has shown a steady increase.

STEEL INDUSTRY

The situation in the iron and steel industry cannot be considered apart from that in the automobile industry. Automobile manufacturers absorbed about 18 per cent of all steel produced in 1928, while in the first half of 1929 they took between 20 and 25 per cent of the greatly increased production, and for the whole year about 20 per cent. The *Iron Age* estimates that, with one or two exceptions, all industries consumed an equal or greater percentage of the total output of steel in 1929 as compared with 1928.

The year closed with a new high level for steel production in the twelve months, although production in the month of November was cut down to a greater extent than in any month on record. Ingot production for the first eleven months of the year was 51,268,079 tons, a figure 3 per cent above the total production in 1928. The reduction in production at the end of the year carried the monthly output to a lower volume than in any month since 1927, and operations at the year's end were below 50 per cent of capacity. Total net profits in the industry for the nine months ended September were \$243,066,380, as compared with \$127,415,315 in the corresponding period of 1928. These increased profits were due to the unprecedented demand for steel products in the first nine months of 1929.

Building construction dropped from second to third place in the percentage consumption of steel in 1929, being displaced by the railroads with a consumption of 17 per cent. Conditions in the automobile and building construction industries point to a curtailment in 1930 of the record production in 1928 and 1929, but larger purchases by the railroads may to some extent offset the decline.

The iron ore mined in the United States in 1929, exclusive of ore that contained 5 per cent or more of manganese in the natural state, is estimated by the Bureau of Mines at 73,283,000 gross tons, an increase of 18 per cent as compared with that mined in 1928. The ore shipped from the mines in 1929 is estimated at 75,589,000 gross tons valued at \$197,007,000, an increase of 19 per cent in quantity and of 26 per cent in total value as compared with the figures for 1928. The average value of the ore per gross ton at the mines in 1929 is estimated at \$2.61; in 1928 it was \$2.46.

BUILDING CONSTRUCTION INDUSTRY

Industrial construction in 1929 was above that of 1928, although residence and apartment house construction was lower. Recent figures show that in thirty-eight leading cities vacant space in office buildings was 11.5 per cent,

as against a usual 10 per cent. As a result of the President's call to states, municipalities, public utilities, and the railroads to inaugurate increased construction with a view to stimulating business and maintaining employment, the outlook for a large volume of construction is considered good, and any trend in this direction will be assisted by the lowered interest rates, to the benefit of business generally. Authorities forecast a larger volume of construction in 1930; construction estimates for this year range from \$7,500,000,000 to between \$9,000,000,000 and \$10,000,000,000, according to the Associated General Contractors of America, in a statement which held that the outlook for building activity for the year is less definite than at the start of any recent year, but that the association looked for some increase in activity in 1930 over the volume of 1929. It is conceded, however, that this might not become evident during the early months of the year.

AGRICULTURAL SITUATION

Agriculture in 1929 was marked by a decrease in production but an increase in value. Production decreased 5 per cent as compared with the preceding year, while the value of the crops raised was some \$85,000,000 higher, according to the estimates of the Department of Agriculture. Fifty leading crops were valued at \$8,580,528,000 on the basis of December 1 prices. This compares with a value of \$8,495,788,000 for 1928 crops. The area harvested in 1929 was 367,082,000 acres, or about 1 per cent more than the acreage in 1928.

Generally speaking, the advance and break on the stock market was very similar to the year's experience in agriculture. The crops of 1928 were well above the average of recent years in nearly all producing countries, yet the American price of wheat was maintained somewhat above an export parity during most of the earlier months of 1929. Farmers held out for higher prices, but were forced to dump their holdings in May owing to the unsold surplus of the 1928 crop. No 2 hard winter wheat in Chicago dropped to 98 cents on May 31, the lowest figure at which it had sold since 1923.

A change in the situation came during the early part of summer, when wheat, corn, and other crops began to deteriorate from drought and heat, and prices started upward, No. 2 hard winter selling in Chicago up to \$1.42½ in July, or 44½ cents above the inside figure prevailing late in May. As a result the export movement slackened rapidly; in October it was less by 60 per cent than in 1928. In December wheat for that month's delivery sold 43 cents below the high July price, although still 14 cents above the low figure of May.

Cotton and cotton seed crops were valued at \$1,426,000,000 as compared with \$1,525,000,000 in 1928. They therefore gave only a moderate return, and the year was not a very satisfactory one for southern producers. It brought a cotton crop not much more than half a million bales larger than in the preceding year, and the small carry-over has probably provided no greater aggregate supplies than in 1928. Yet cotton has brought much lower prices, and at the end of the present year, with the bulk of the crop marketed, the price is approximately 2 cents a pound less than a year ago.

PRICE SITUATION

There was no marked fluctuation in the trend of wholesale prices in 1929, although they were lower at the end of the year than at the beginning. Of the 550 commodities listed by the Bureau of Labour in the latest figures available (November), 51 rose, 196 fell, and 303 remained at their previous level. Certainly the commodity markets were not affected as markedly as they might have been by the disturbance in the stock market. Price averages obscure divergent trends, so that the best gauge of the real price situation is a similarity of movement in a whole series of prices. The wholesale price averages pub-

lished show a price decline beginning in August and becoming marked in October. Prices in individual lines, however, did not show the same trend. In many lines prices had begun to weaken before August, and therefore before the stock market crisis developed. Steel prices, for instance, which rose in the first half of the year, declined in the second half, largely as a result of a decline in the operations of the automobile industry.

FINANCIAL SITUATION

The past year in the financial field was one of dramatic reversals. The break in the stock market in October brought the daily Stock Exchange transactions on one occasion to 16,410,000 shares, whereas the highest previous record was 8,200,000 on March 26. The Stock Exchange closed on six business days of November, and shortened trading hours on thirteen other days. Meantime the decline in values continued, and by November 13, from the high valuations of September, some investment stocks had fallen 70 to 80 per cent.

In spite of the panic, call money went down to $4\frac{1}{2}$ per cent in December, as against the $7\frac{1}{2}$ per cent of October and the $9\frac{1}{2}$ per cent of May. This is explained by the prodigious liquidation of brokers' loans which accompanied the rapid fall in speculation and which, by the Stock Exchange's calculation, cut down the outstanding total of such borrowings \$4,500,000,000 or 53 per cent in nine weeks.

In the three months ended November 30 the value of listed securities in the United States underwent a greater depreciation than in any similar period in the nation's history. The decline on the New York Stock Exchange in the three months amounted to more than 29 per cent from the value on September 1, which was the high point in the history of the Exchange. The ratio of security loans to market values of all listed stocks on the Stock Exchange decreased from 8.79 per cent on September 1 to 6.32 per cent on December 2. These conditions may be regarded as typical of the losses occurring on other stock exchanges throughout the country.

THE CANADIAN DOLLAR

There were no striking fluctuations in foreign exchange during the year. Canadian funds in New York were at a discount throughout 1929, varying from $\frac{3}{16}$ per cent to $2\frac{7}{16}$ per cent. The year opened with the Canadian dollar at a discount of $1\frac{7}{64}$ per cent, which rate was maintained with slight fluctuations until March, when a general recession set in which brought the Canadian dollar to a discount of 1 per cent on March 14. From the beginning of April until the end of August the discount approximated 1 per cent, although this figure was not again reached until September 21. In October the stock market deflation was reflected in the steady decline of the Canadian dollar until on October 30 it reached $2\frac{7}{16}$ per cent of a discount, the low for the year. The general weakness was maintained throughout the last quarter, and on December 31 the Canadian dollar was quoted in New York at a discount of $1\frac{5}{32}$ per cent.

FOREIGN TRADE

Although complete official figures for the year are not yet available, the foreign trade of the United States in 1929 progressed both in exports and imports. Substantial gains were made in practically every division, the estimated total for imports and exports being about \$10,000,000,000, according to a statement issued by the National Foreign Trade Council. The figures for the first ten months of 1929 show finished products of manufacturers amounting to 74.4 per cent of all exports, while raw materials exported totalled 20.3 per cent.

Exports continued their steady increase with the largest total of any year since 1920, while the total of imports was exceeded only once in that period—1927. This is the largest volume of foreign trade the United States ever had in a single year. (For details of the foreign trade situation, see special reports to be published later.)

THE OUTLOOK FOR 1930

The consensus of responsible opinion seems to be that the earlier months of 1930 are likely to be discouraging, with an upward trend beginning in the second quarter and continuing throughout the year. Some observers take the view that it is unlikely the year will lag far behind the records established in 1929.

Of course, the luxury trades anticipate a decline in business and the future of the automobile business is uncertain. Wheat farmers are reported to be disappointed at the failure to maintain prices at high levels. The steel and building construction industries are hopeful of a revival. Credit conditions are better, money rates have fallen, and the Federal Reserve authorities are said to be likely to adopt a policy which will enable member banks of the system to reduce their borrowings. As there was no inflation of commodity prices in 1929, no necessity is likely to arise for any marked deflation in 1930.

Bankers in the New York district declare that conditions are fundamentally sound, and it is believed that the reduction in wholesale buying and production which marked the close of the year was the result of caution on the part of merchants fearful of large inventories with a reduced buying public. If the drop in the stock market proves to have had little effect on the purchasing power of the public, wholesale business is likely to improve accordingly. In the meantime it is reported that business generally has ample capital, small inventories, and improved credit.

ECONOMIC AND COMMERCIAL CONDITIONS IN COLOMBIA

J. A. STRONG, CANADIAN TRADE COMMISSIONER

[NOTE.—Colombian peso equals .973 cents United States]

Panama, R.P., December 31, 1929.—The Republic of Colombia, which now occupies third position in population, with a large territory and a great variety of natural resources, was during the Spanish regime the best known and one of the foremost in development of all the South American countries. The last century, however, witnessed little in the way of progress, despite the country's favourable geographical position, with ports in both the Atlantic and Pacific, and it has only been during the past ten years that the republic has entered a new epoch of economic development.

The apparent lack of interest on the part of foreigners in the exploitation of Colombia's resources may be attributed largely to the absence of adequate means of internal transportation, the provision of which is both difficult and expensive due to the extremely mountainous character of the country. It was not until 1921 that any serious effort was made to overcome these difficulties. In that year the National Government received the first instalment of an indemnity amounting to \$25,000,000, granted by the United States in respect of claims arising out of the cession of Panama. This amount was to be paid in five equal annual instalments. The first instalment was utilized as the basis for the formation of the "Banco de la Republica," a central bank of issue established on similar lines to the Federal Reserve System.

On the strength of the balance outstanding to their credit, the National Government mapped out an ambitious program of railway and highway con-

struction with the object of linking up the main centres of population within the country. In all some forty-seven separate projects were authorized by Congress. This marked the beginning of what later proved to be a boom period in business in Colombia, which reached its height during the years from 1926 to 1928. The national, departmental, and municipal authorities borrowed heavily abroad during this period and imports increased not only of machinery, equipment, and materials purchased by the Public Works departments, but also of foodstuffs. Wages in many cases were trebled, the cost of living increased correspondingly, real estate values rose—in fact all the usual signs of business inflation were in evidence.

PRESENT ECONOMIC CONDITIONS

Early in the present year there was a decided slump in business, the immediate cause of which was the cutting off of loans from abroad by foreign bankers. The National Government was forced to curtail, and in many cases cease altogether, work on their public works program. The circumstances which gave rise to this situation are indicated in an address by the general manager of the Banco de la Republica at their annual meeting in July last:—

During the present year a condition has arisen which is of first importance to the nation because of its deep effect on the course of business and the general economic situation. I refer to the cessation of loans to the Government from foreigners following the increasing activities such loans had brought during the years immediately preceding. The cause has been the condition of the money market in New York. . . . In the case of Colombia, however, other special causes have had the effect of weakening our credit abroad. . . . The first of these is the policy of the country in the matter of public works. . . . The evident errors, criticized here and abroad, have created the impression among foreign creditors that the money derived from loans was not spent with a maximum of efficiency . . . the desire to cater to the wishes of all parts of the country, led Congress to authorize a multiplicity of works, not all of equal importance and many of only local interest, overlooking technical opinions and national conveniences. Add to that the fact that the administration did not have an organization or personnel trained for the work. . . . The results obtained were accordingly not in proportion to the funds expended and the facilities for foreign credit were affected unfavourably. . . . Such errors as occurred are not peculiar to Colombia, and they are the price which was paid for experience which if costly will be of value later. . . . The sudden suspension of foreign loans in a country accustomed for several years to the continued entry of capital had a profound effect on the national economy. . . . The decrease in gold reserves brought an increase in the discount rate, a paralyzation of commerce and industry, and a general depression of all business.

The conditions referred to above still persist, and in fact have been accentuated during the past few months through the sharp decline in certain commodity prices on which the purchasing of Colombia so largely depends, principally coffee.

With the object of regaining the confidence of foreign investors, the National Government in June last authorized the appointment of a "Junta de Comunicaciones" composed of five members—two Colombians, a British port and navigation authority, a French railway expert, and an American road engineer. The purpose of this commission is to advise the Government as to the importance to the country as a whole of all new public works projects, as well as to recommend as to the expediency of continuing work on projects already begun. It has been suggested that they may have some supervision at least over the actual expenditure of further moneys borrowed abroad.

The National Government have also had under consideration a new oil law which, if passed by Congress, should permit of the exploitation of Colombia's oil resources, the most promising source of revenue which the country possesses. At the present time the only firm producing oil in the republic is the Tropical Oil Company. Canadian interests are connected with this concern. However, since there will be a presidential election in February next, the prospect of which

in itself has had a disturbing effect on business, there is little possibility of any action being taken in the immediate future.

EXTERNAL DEBT

The total amount of the external debt of Colombia in 1923 was around \$25,000,000. In 1926 the figure was just over \$60,000,000, whereas in 1929 the republic's external indebtedness was over \$200,000,000, the bulk of which was borrowed during 1927-28. The position on June 30, 1929, according to a statement issued by the Banco de la Republica, was as follows:—

	Amount Outstanding United States \$	Annual Service Charge United States \$
National—		
Sterling (equivalent)	\$ 10,239,395	\$ 1,505,625
United States dollars	59,168,552	4,273,198
Departmental	64,774,800	5,983,895
Municipal	23,653,800	2,323,507
Banks	52,376,000	4,899,343
	<hr/> \$210,213,047	<hr/> \$18,985,568

These items are all guaranteed by the National Government. The annual service charge on the external debt of the National Government amounted to 7.7 per cent of the ordinary revenue of the central government in 1927. However, further foreign loans will have to be floated, as \$150,000,000 additional will be required to complete the railway program alone. Contracts for half this amount have already been signed, and the Government is faced with the problem of increasing its revenues so as to be able to meet these charges.

REVENUES

The ordinary revenues of the national and departmental governments and the municipalities in recent years were as follows:—

	National Pesos	Departmental Pesos	Municipal Pesos
1922	21,876,558	13,907,460	*
1923	33,535,104	*	8,573,273
1925	46,239,636	19,975,123	11,497,793
1926	55,684,914	29,632,766	11,689,826
1928	74,327,000	*	*

* Figures not available. Peso equals .973 cents U.S.

The national revenues are derived chiefly from customs dues, the percentage from that source in 1927 being 56 per cent. Any falling off in imports such as has taken place in recent months seriously affects the national economy. Revenues in October this year amounted to 4,626,881 pesos as compared with 7,216,079 pesos in September and 7,570,130 pesos in August. Municipal and departmental revenues are derived chiefly from liquor, tobacco, and slaughter house taxes.

FOREIGN TRADE

The following table showing Colombia's total imports and exports in certain recent years will serve to illustrate the growth in the republic's external trade, particularly since the war:—

	Imports Pesos	Exports Pesos	Balance Pesos
1913	28,535,779	34,315,251	+ 5,779,472
1918	22,034,004	37,728,559	+ 15,694,555
1926	111,440,641	102,280,612	+ 9,160,029
1927	125,765,863	108,998,723	+ 16,767,140
1928	126,229,150	116,602,747	+ 9,626,403

The sources of imports and destination of exports in 1927, the latest year of record, were as follows:—

	Imports Pesos	Exports Pesos
United States	56,464,839	90,465,501
Great Britain	18,871,940	5,647,480
Germany	17,522,636	2,811,436
France	8,973,098	.....
Holland	3,337,456	2,313,333
Canada	450,565	201,591
Others	20,145,329	7,559,382
	125,765,863	108,998,723

According to Canadian figures, Canada's trade with Colombia in 1927 was: exports to Colombia, \$1,732,573; imports from Colombia, \$7,580,376.

EXPORTS

Agricultural products comprise ordinarily more than 75 per cent of Colombia's exports, coffee alone accounting for 65 per cent of the total in 1927. Coffee exports in 1927 were valued at 70,915,917 pesos. Colombian coffee is of the "mild" type, and the best grades command the highest prices in the market. It is used mainly for blending purposes, and consequently is not subject to the ordinary market influences, but it has not escaped the recent slump in prices. Direct imports of Colombian coffee into Canada were valued at \$2,772,947 in 1927.

Exports of crude petroleum in 1927 were valued at Col.\$22,342,796, of which Canada imported to the value of \$6,786,686. Petroleum was first produced for export in Colombia in 1922. The only other commodities exported of importance in 1927 were: cattle hides (3,171,827 pesos); tobacco (438,607 pesos); platinum (3,297,526 pesos); and bananas (5,475,217 pesos).

IMPORTS

While a large percentage of the increase in imports into Colombia in recent years is directly accounted for by the purchases for Government account of construction materials, machinery and equipment, there has been also an increase in the consumption of other imported commodities. The great activity in the building trades in all the principal cities during 1927-28 meant increased importations of cement, lumber—the latter for Barranquilla and Cali—and allied lines. The increased purchasing power of the people during this period is reflected in a greater consumption of imported foodstuffs as indicated in the following comparative statement showing imports of certain foodstuffs in recent years:—

	1923 Pesos	1925 Pesos	1927 Pesos
Wheat	845,019	1,076,163	1,543,657
Flour (wheat)	361,076	524,716	844,672
Biscuits	146,183	399,950	627,938
Meats and fish in oil	321,602	507,348	936,173
Eggs	18	535	5,273
Hams, sausages and similar goods	36,825	67,561	88,130
Milk, condensed, liquid, solid	65,376	110,715	195,952
Lard	769,636	770,620	1,682,593
Butter and oleomargarine	40,933	75,407	129,626
Cheese	32,822	32,314	59,850
Bacon	5,957	21,691	22,762
Rice	983,370	1,455,173	2,407,086
Sugar (raw)	1,368	1,010	112,057
Sugar (refined)	9,992	29,365	302,696
Potatoes, other tubers	30,943	78,081	118,129
Barley (malted)	127,307	113,886	266,492
Vegetables, canned	40,151	65,485	94,454
Fruits, canned	41,766	75,981	124,887
Onions	4,239	17,449	26,753
Pickles	7,807	18,466	23,023
Sauces and essences	21,012	33,144	69,210
Confectionery and sweets	191,891	365,242	486,828
Total imports of foodstuffs	4,886,221	7,733,159	12,234,807

The principal commodities which Canada exported to Colombia in 1924, 1927, and 1928 were as follows:—

	1924	1927	1928
Vegetables, all classes	\$ 47	\$ 1,671	\$ 2,343
Fruits, all classes	214	1,389	1,002
Wheat . . . . .	....	249,180	676,307
Flour (wheat)	14,487	7,167	17,231
Candy	1,234	1,601	3,413
Whisky . . . . .	....	1,062	306
Rubber belting . . . . .	....	2,439	6,061
Canvas shoes (rubber soles)	850	24,824	41,432
Automobile tires	3,310	109,293	88,764
Automobile inner tubes	429	33,428	26,016
Herring (canned) . . . . .	....	7,400	3,375
Salmon (canned)	3,512	22,972	30,486
Lard . . . . .	....	23,252	3,835
Cotton duck	19,684	33,523	10,868
Cordage, rope	1,928	15,305	31,536
Lumber . . . . .	....	15,978	9,957
Wallboard, paper . . . . .	....	5,436	5,548
Newsprint	4,966	3,110	34,053
Wallpaper	2,487	15,774	16,925
Pipes and tubing, steel	7,886	8,851	3,027
Structural steel	43,522	6,827	....
Farm implements	531	4,631	6,098
Automobiles and parts	1,344	429,512	443,168
Bicycles and parts	3,560	2,493	6,137
Aluminium and manufactures	11,047	26,784	7,496
Copper and manufactures	5,000	16,512	11,851
Cement	29,197	18,818	42,894
Acetic acid	165	605	5,686
Calcium carbide	455	3,099	2,535
Brushes	773	1,226	2,087
Stationery	79	9,436	14,835
Musical instruments	1,013	144,811	69,933

Notes on Certain Imports into Colombia

(Col. \$ equals .973 cents)

FOODSTUFFS

Canned Fruits.—Imports in 1927 were valued at \$124,887, of which the United States supplied \$98,731 and Great Britain \$9,461. The principal items in order were peaches, pears, pineapple, prunes, cherries, apricots, and apples. California packers obtain the bulk of the trade and their products are offered throughout Colombia.

Canned Vegetables.—Imports in 1927 were valued at \$94,454: United States, \$56,345; France, \$10,884; and Italy, \$6,142. The main items are asparagus, beans, peas, corn, and tomatoes. France has the bulk of the trade in peas.

Canned Fish in Oil or Sauce.—Imports in 1927 were \$936,173, the United States (\$303,845), Spain (\$299,893), France (\$117,853), Italy (\$44,189), and Norway (\$37,632), being the chief sources of supply. The most important item is sardines, of which Spain and France are the chief suppliers. United States shipments of sardines in 1927 amounted to \$80,797. The consumption of salmon in 1927 is estimated at \$75,000, of which Canada supplied approximately \$30,000. Canned goods retail at high prices in the interior of Colombia, and the consumption is confined to a small percentage of the population.

Fish, Smoked or Dried.—The imports of fish in this form are small, due to the fact that fresh fish is available locally. Imports (\$23,821 in 1927) are practically confined to the coast ports of Barranquilla and Cartagena. The United States supplied dried codfish to the value of the \$19,024 in 1927.

Fresh Fruits.—Due to abundant local supply, imports are limited. The consumption of apples in Barranquilla in 1927 is estimated at around \$60,000, principally from the United States.

Hams and Sausages.—Imports in 1927 were valued at \$88,130, of which \$50,000 is estimated to be hams from the United States.

Bacon.—Imports in 1927 were valued at \$22,762, of which \$19,912 was supplied by the United States. Bacon is retailed in glass jars of 4½ ounces each.

Cheese.—Ecuador is the chief supplier of imported cheese. The United States is credited with \$10,410 in 1927 out of a total of \$59,850, and Holland with \$16,711.

Canned Milk.—Importations are about equally divided between condensed, evaporated, and powdered milk. Imports in 1927 were valued at \$215,952, of which the United States is credited with \$177,303. The best-known brands are Libby's and Nestlé's "St. Charles."

Butter and Oleomargarine.—Imports in 1927 were \$129,626 (United States, \$82,641; and Denmark, \$24,372). Butter is retailed in 425-gram sealed tins.

Sugar, Refined.—Imports in 1927 were valued at \$302,696 (United States, \$255,317). There are eight refineries in Colombia. The largest is at "Sincerin" in Bolivar, which has a capacity of 8,000 tons.

Potatoes.—The consumption of imported potatoes is confined to the coast cities of Barranquilla and Cartagena, and chief competition is from domestic potatoes grown chiefly in the Bogota region. Imports in 1927 are estimated around \$70,000, the main source of supply being the United States. Dutch potatoes are offered at certain seasons.

Malt.—Barley malt was imported in 1927 to the value of \$266,492, of which Germany is credited with \$149,078 and the United States with \$117,061. Malt credited to the former would be from Czechoslovakia. The consumption of beer has increased enormously in recent years, due to the increased purchasing power of the people and also because of the high import tax on spirits.

Oats.—Imports in 1927 were valued at \$137,379, of which the United States supplied \$131,566.

Wheat.—Ecuador is credited in the import returns for 1927 with \$1,080,681 of the total import of \$1,543,657 (United States, \$41,632; Canada, \$249,180). Wheat is grown very extensively in the high plateau around Bogota, but due to high inland freights it cannot be sold in competition with imported wheat at the coast. Cali millers buy imported wheat.

Flour.—Flour is one of the most important items imported into Colombia. Imports in 1927 were valued at \$844,672, of which the United States supplied \$817,019, Ecuador \$15,446; Canada's exports in 1927 are shown as \$7,167. Domestic flour is milled at Cali, Bogota, and Barranquilla, and is an important factor in the trade. There are two flour mills at Medellin, but both are closed at present as they were unable to compete with Barranquilla milled and imported flour. The latter is sold in all the principal centres, including Bogota, where prices are lower than domestic flour milled from locally grown wheat. "Gold Medal" is easily the best-known brand. The bulk of the flour is sold in 25-pound bags. For the interior trade five of these bags are shipped in a jute sack, preferably enclosed in a waterproof covering for shipment via the Magdalena route. Imports of flour in recent years were: 1922, 2,927 tons; 1924, 5,213 tons; 1927, 8,056 tons.

Confectionery and Sweets.—Imports in 1927 were valued at \$486,828, of which the United States supplied \$203,219 and Great Britain \$103,620.

Biscuits.—Imports in 1927 were valued at \$627,938: United States, \$384,480; Great Britain, \$128,469; Germany, \$23,902.

Beer.—Imports in 1927 were \$187,527: Germany, \$150,463; Holland, \$23,344.

Whisky.—Imports for 1927 were valued at \$327,158: Great Britain, \$155,098; France, \$114,035.

MISCELLANEOUS

Asbestos, Unmanufactured.—Imports, 1927, \$24,841: United States, \$11,747; Holland, \$7,119.

Asbestos, Manufactured.—Imports, 1927, \$48,996: United States, \$31,285; Belgium, \$6,054.

Leather, Unmanufactured.—Imports of leather in 1927 were valued at \$1,025,184, of which the United States supplied \$875,846, Great Britain \$51,730, and France \$27,000. The consumption of the various classes of leather are estimated as follows: Cattle side, \$165,000; calf and kip, \$170,000; sheep and lamb, \$45,000; goat and kid, glazed, \$136,000; horse and colt, \$10,000; patent side upper, \$180,000; patent, horse, \$25,000. Imports of sole leather were comparatively small.

Men's Shoes (Leather).—Imports were valued at \$693,724 in 1924: United States, \$482,074; France, \$52,195; Ecuador, \$57,254. The bulk of the peon population wear straw sandals or go without shoes.

Phonographs.—Imports in 1927 amounted to \$746,648: United States, \$691,540; Germany, \$35,064; Great Britain, \$14,543. Portable machines are the most popular.

Automobiles.—The United States supplied automobiles to the value of \$4,007,770, out of a total of \$4,904,842. Canada's share amounted to \$426,356. Imports were about evenly distributed between the \$800 to \$1,200, \$1,200 to \$2,000, and over \$2,000 classes.

Automobile Tires.—Imports of automobile tires in 1927 were valued at \$828,198: United States, \$738,815; Canada, \$109,293; and Great Britain, \$28,714.

Batteries and Plates.—Imports in 1927 amounted to \$184,878: United States, \$160,012; and Germany, \$12,775.

Lumber and Timber.—Imports, 1927, \$231,065. Consumption in the interior is mainly of native woods, and the market for imported lumber is confined principally to Barranquilla, Cartagena, and Cali. The imports of Douglas fir dressed in 1927 are estimated at \$100,000, and of rough fir lumber at \$90,000. The building boom experienced from 1926 to 1928 greatly increased the demand for imported lumber. Imports this year will probably show a considerable reduction.

Canvas Shoes with Rubber Soles.—Imports, 1927, \$148,122: United States, \$129,523; Canada, \$134. Only a comparatively small proportion of the people wear shoes of any kind. The consumption of rubber shoes and heels in 1927 was around \$130,000.

Iron and Steel Goods.—The principal items under this classification are galvanized iron and steel sheets (United States and Great Britain), steel bars (Belgium and the United States), steel rails, galvanized pipe, barbed wire, wire nails.

Agricultural Machinery.—There is a limited market for this class of machinery, chiefly in the Bogota and Cali sections. The main classes are ploughs, horse and power, cultivators, seeders, and tractors.

Other Machinery and Equipment.—The Public Works Department has spent large sums abroad in recent years in connection with its railway and road construction schemes. These purchases included tractors, graders, stone-crushers, motor trucks, excavators (steam), steel rails, and locomotives. Canadian firms in order to have an opportunity of participating in this business must have an accredited representative in Bogota. All contracts for material and equipment are let by tender, particulars of which are distributed through the Columbian Consulates abroad. There are few orders being placed at the present time, due to the depressed state of business generally, but the National Government have still a vast amount of work yet to be completed on their roads and railways.

EXPORTS FROM CANADA TO THE UNITED STATES OF PRINCIPAL COMMODITIES PRODUCED ON CANADIAN FARMS OR MANUFACTURED DIRECTLY FROM SUCH FARM PRODUCTS, DURING THE MONTH AND THREE MONTHS ENDED DECEMBER 1921, 1922, 1923 AND 1929; WITH UNITED STATES TARIFF RATES IN FORCE.

(COMPILED BY THE EXTERNAL TRADE BRANCH, DOMINION BUREAU OF STATISTICS; AND THE FOREIGN TARIFFS DIVISION)

Commodities	Month of December				Three Months ended December			United States Tariff Rates in force	
	1921	1922	1923	1929	1921	1922	1923	Prior to May 27, 1921	From May 27, 1921, to Sept. 21, 1922
Animals (except for improvement of stock)—									
Cattle.....	29,295	15,103	10,210	9,754	153,271	100,175	62,108	88,342	.....
Horses.....	2,175,724	352,193	657,771	552,411	11,738,578	1,806,018	4,264,066	4,060,336	..... (a)
.....	251	232	35	124	729	570	122	272	..... (b)
Poultry.....	56,264	36,562	9,045	18,070	207,540	110,917	25,645	41,085	.....
.....	152,183	115,156	89,721	484,705	496,995	345,764	314,324	314,324	.....
.....	195,078	166,622	125,403	92,034	543,202	490,131	360,099	305,491	.....
.....	21,796	3,901	94	4	105,210	41,157	4,317	1,925	.....
.....	172,448	22,770	901	100	937,956	209,841	41,535	19,486	.....
Fruits—									
Apples, green or ripe.....	1,194	16,375	6,104	6,996	10,123	387,161	30,666	91,323	.....
.....	6,716	84,235	35,279	37,480	48,203	1,983,598	155,216	433,499	.....
Apples, dried.....	.....	320,710	.....	71,552	618,160	.....	.....	.....	.....
.....	.....	38,713	.....	.....	.....	.....	.....	.....	.....
Berries, fresh.....	.....	25,920	118,146	496,970	.....	.....	.....	.....	.....
.....	.....	2,883	7,122	51,774	.....	.....	.....	.....	.....
Grains—									
Barley.....	7,040	5,278	.....	23,542	30,450	.....	.....	.....	.....
.....
Beans.....	137	2,632	1,137	2,843	128	.....	12,233	4,111	.....
.....	759	1,595	5,044	1,558	128	.....	6,411	2,458	.....
Buckwheat.....	67,107	30,134	6,799	16,134	357	2,634	8,546	115,870	.....
.....	77,537	20,917	33,247	78,845	6,737	6,737	36,728	424,150	.....
Oats.....	134,960	601,426	1,155	37,656	93,278	41,744	584	90,556	.....
.....	88,796	256,156	651	1,099	829,588	1,929	3,159	79,764	.....
Peas, whole.....	2,850	10,129	3,072	1,459	146,131	368,949	1,051	2,710	.....
.....	18,998	28,882	10,184	3,212	12,070	56,039	5,531	5,710	.....
Peas, split.....	.....	8,082	.....	.....	76,049	177,558	15,591	18,790	.....
.....	.....	29,529	.....	.....	13,482	.....	.....	.....	.....
Rye.....	110,531	2,490	.....	243,635	50,997	.....	3	.....	.....
.....	176,337	1,595	.....	401,618	66,972	.....	.....	.....	.....
Wheat.....	12,234,449	3,365,601	1,005,356	1,005,356	9,172,155	5,839,621	4,101,169	Free	.....
.....	24,796,861	3,629,210	1,003,418	1,003,418	10,260,239	6,404,208	4,497,161	Free	.....
Grain Products—									
Bran, shorts and middlings.....	157,442	22,419	310,582	65,581	241,619	888,900	284,010	.....	.....
.....	269,145	22,552	471,444	94,825	231,468	1,220,468	413,644	.....	.....
Wheat Flour.....	194,181	83,143	656	4	521,477	226,203	272	.....	.....
.....	1,985,425	471,836	3,397	23	1,411,717	5,204	1,651	Free	.....
Meats—									
Bacon, hams, shoulders and sides.....	228	120	2,610	1,775	958	350	8,034	5,376	.....
.....	9,412	3,506	89,738	71,614	38,821	11,220	282,727	222,907	.....
Beef, fresh, chilled or frozen.....	24,715	31,859	22,590	15,784	98,314	95	196,898	2c. per lb.	.....
.....	356,381	348,204	358,048	214,752	1,413,579	1,002,625	1,916,908	Free	.....
Mutton and lamb, fresh, chilled or frozen.....	8,744	14,890	1,172	21	39,072	44,817	5,982	2c. per lb.	.....
.....	215,463	272,040	25,322	443	997,361	741,447	132,607	Free	.....

Pork, fresh, chilled or frozen.....	Cvt.	629	1,083	989	833	3,671	2,476	17,057	3,115	2,476	20, per lb.	40, per lb.
Pork, dry-salted and pickled.....	Cvt.	30,769	29,982	28,291	19,850	136,149	67,923	365,250	78,937	Free	20, per lb.	40, per lb.
Poultry, dressed or undressed.....	Lb.	451	6,803	6,803	29,030	9,795	9	13,032	10,676	Free	25 p.c.	20, per lb.
Other meats, including canned meats, but excluding extracts.....	Cvt.	308,896	502,374	15,968	11,128	348,952	611,513	25,332	21,706	20, per lb.	20, per lb.	60, per lb.
Milk and milk products—												
Butter.....	Lb.	1,446	990	4,992	3,328	6,704	3,441	15,312	15,167	Free	25 p.c.	20 p.c.
Cheese.....	Lb.	25,374	9,078	71,409	48,224	106,286	34,667	210,632	216,764	Free	25 p.c.	20 p.c.
Cream.....	Gal.	288,902	389,491	2,900	1,200	1,439,608	2,301,493	40,300	5,500	2½c. per lb.	6c. per lb.	12c. per lb. (i)
Milk, fresh.....	Gal.	135,646	155,962	1,161	485	722,798	856,193	12,857	2,277	2c. per lb.	6c. per lb.	12c. per lb. (i)
Milk condensed, including milk powder.....	Lb.	8,224	170,221	545,900	573,800	94,739	2,447,912	2,118,800	999,600	2½c. per lb.	6c. per lb.	12c. per lb. (i)
Seeds—												
Clover seed, alsike.....	Bush.	3,375	29,346	148,249	115,062	27,366	372,512	279,512	20 p.c.	20 p.c.	23 p.c.	(j)
Clover seed, alfalfa and red.....	Bush.	51,773	87,546	103,093	72,368	306,248	383,409	576,899	467,449	Free	5c. gal. (k)	30c. gal. (k) (l)
Flaxseed.....	Bush.	87,883	127,353	228,669	138,178	502,908	576,143	937,234	837,234	Free	5c. gal. (k)	30c. gal. (k) (l)
Grass seed.....	Bush.	67,977	111,174	295,981	183,717	316,127	384,147	1,05,011	884,800	Free	2c. gal. (k)	3½c. gal. (k) (m)
Vegetables—												
Potatoes.....	Bush.	1,088,105	5,924	89,700	89,000	2,700,699	38,715	534,200	492,200	Free	2c. per lb.	1c.—3c. lb.
Sugar beets.....	Ton	190,985	749	18,039	17,509	407,640	7,877	78,243	68,575	Free	2c. per lb.	1c.—3c. lb.
Turnips.....	Bush.	5,052	15,405	10,045	13,591	8,155	39,532	22,634	43,809	Free	Free	4c. per lb.
Other.....	Bush.	67,842	133,918	142,770	106,372	109,787	335,342	309,273	350,090	Free	Free	4c. per lb.
Flaxseed.....	Bush.	163	3,522	7,318	163	45	3,948	5,600	600	Free	Free	4c. per lb.
Grass seed.....	Bush.	1,620	10,841	22,388	128,531	10,683	4,000	16,174	560	Free	Free	4c. per lb.
Vegetables—												
Potatoes.....	Bush.	546,204	477,301	208,999	128,531	608,016	1,343,991	564,949	215,355	Free	Free	(n)
Sugar beets.....	Ton	1,059,904	892,586	400,297	348,963	1,411,670	2,306,849	1,089,285	392,954	20c. bu. 56 lb.	30c. bu. 56 lb.	5½c. bu. 56 lb. (o)
Turnips.....	Bush.	27,819	41,793	11,588	1,432	23,248	38,778	4,134	13,770	Free	Free	2c. per lb.
Other.....	Bush.	27,819	41,793	11,588	1,432	23,248	38,778	4,134	13,770	Free	Free	2c. per lb.
Vegetables—												
Potatoes.....	Bush.	105,958	53,692	311,304	459,645	1,098,939	342,962	869,491	2,531,744	Free	25c. bu. 60 lb.	50c. per 100 lb.
Sugar beets.....	Ton	96,425	41,712	142,611	115,654	1,015,577	326,766	429,533	3,040,092	Free	25c. bu. 60 lb.	50c. per 100 lb.
Turnips.....	Bush.	3,779	2,843	719	3,109	9,498	10,291	42,646	42,772	5 p.c.	5 p.c.	80c. ton 2,400 lb
Other.....	Bush.	338,919	275,432	440,740	392,389	1,071,859	1,076,882	1,378,855	1,259,855	15 p.c.	15 p.c.	13c.

(a) Cattle weighing less than 1,050 pounds, 14c. per lb.; 1,050 pounds or over, 2c. per lb. (b) Horses valued at not more than \$150 each, 33c. per head; more than \$150 each, 20 per cent; (c) Sheep, one year old or over, 32 per head; less than one year old, 31 per head. (d) Prior to April 6, 1924, 30c. per bush. (e) Prior to May 27, 1921, and from May 27, 1921, to September 21, 1922, free, if wheat products, but otherwise apparently 15% ad. val.; from September 21, 1922, to April 6, 1924, 15% ad. val.; subsequent to April 6, 1924, if from wheat 74% ad. val.; if from other cereals, 15% ad. val. (f) Prior to April 6, 1924, 78c. per 100 lb. (g) Applies to particular meat in question when "fresh." (h) Mutton, fresh, 27c. per lb.; lamb, fresh, 4c. per lb. (i) Prior to April 5, 1926, 8c. per lb. (j) Cheese, 3c. per lb. but not less than 25 per cent. Cheese of Swiss or Emmentaler type subsequent to July 8, 1927, 24c. per lb. and but no less than 37½%. (k) Prior to April 5, 1926, 8c. per lb. (l) Prior to June 13, 1929, 24c. g.n. (m) Clover seed, crimson, 1c. per lb.; white, 3c. per lb. 231 cubic inches, about equal to five-sixths of imperial gallon. (n) Prior to June 13, 1929, 40c. per 56 lb. (o) Prior to June 13, 1929, 40c. per 56 lb. (p) Dutiable at various rates. See *Commercial Intelligence Journal* No. 974, Sept. 30, 1922, pages 516-7.

IRON AND STEEL SITUATION IN BRAZIL

A. S. BLEAKNEY, CANADIAN TRADE COMMISSIONER

I

[NOTE.—Imports shown throughout for countries are for the 1928 calendar year]

Rio de Janeiro, December 10, 1929.—It is recognized that only under exceptional conditions can Canadian steel mills secure business from Brazil for rolling mill products. At the same time, owing to certain natural export advantages enjoyed by some Canadian mills and recent improvements in equipment, it is believed that eventually Canada will secure a market in this country. Iron and steel being a world trade, prices in all producing countries are current, and prices in Brazil can be calculated by adding freight and duties. A review of the situation may be of supplementary value to Canadian firms.

PRESENT PRIMARY INDUSTRY UNIMPORTANT

According to latest Brazilian official figures, there are twelve installations producing pig and cast iron. The principal companies are located in the state of São Paulo.

The most important was the Companhia Electro-Metallurgica Brasileira at Ribeirão Preto in the interior, which had to overcome difficulties of transport and power and which is at present shut down. This company had 448 operatives, used 4,500 horse-power, and operated two electric furnaces with 60 tons capacity. Of next importance is the Cia. Brasileira de Mineração e Metalurgia at São Caetano with 300 operatives and two Siemens-Martin basic furnaces with a capacity of 50 tons per day. This company produces 1,500 tons of iron bars per month. It has three rolling mills and produces 300 tons of iron wire monthly, and has a capacity of 20 tons per day for casting steel and 30 tons for iron casting. The Fabrica de Aço Paulista S.A. employs 120 workmen and has two electric furnaces of 2½ tons capacity, while the Fundação de Aço Paulo Ltd. employs 97 men and operates one Bessemer converter of 2 tons.

There are eight other mills producing pig iron, etc., chiefly in Minas Geraes, one of which has a branch mill at Nictheroy, near Rio. These, with the exception of Hime & Co. and "Socometá," only produce iron and are of minor importance. Foundries visited in São Paulo complained that pig iron was very scarce and there was a diversity of opinion as to quality.

GREAT POSSIBILITIES

There are undoubtedly great possibilities for the development of an iron and steel industry in Brazil. There are billions of tons of ore to be found in the interior of the State of Minas, much of it high-grade. A recent estimate taken from the *Era Ferragista* places the total at thirteen billion tons, mostly concentrated within a hundred miles of Bello Horizonte, the capital of Minas Geraes, situated about three hundred miles as the crow flies from the coast. No ore is yet exported from the state as there has been a tax of 24 cents a ton for export and the deposits have not been exploited. Unfortunately transportation with this area has been very indirect. The Itabira Iron Ore Co., which recently received concessions in Brazil, is now surveying a railway to Itabira near Bello Horizonte. The organization of this company is the major feature of the iron and steel situation in Brazil and promises to have important results.

The company agreed, in return for its concession, to construct, in two years from final approval of plans—which may possibly be approved early in 1930—a metallurgical plant with a capacity of 150,000 tons per annum of iron and steel with a blast furnace of 500 tons daily capacity. They also agree to con-

struct a secondary plant for the conversion of iron to steel consisting of a mixer of 600 tons, two Bessemer converters of 15 tons charge each, one open-hearth furnace of 100 tons charge or an electric furnace of 25 tons charge for producing commercial or special steels.

They also agree to construct rolling mills, including a sheet mill which includes a "rougher" of 28 inches, a sheet mill of 28 inches, with a maximum daily capacity of 1,000 tons and a minimum of 200 tons. Further sheet mills of 12 inches with maximum capacity of 200 tons and minimum of 100 tons, and one of 8 inches with maximum capacity of 100 tons and minimum of 5 tons. Fifty coke ovens of 13 tons each also figure in the contract.

The company agrees to manufacture rails up to 96 pounds per metre, joints and accessories, pieces of iron and steel for the construction of bridges, buildings, etc., reinforcing steel for concrete, I, U, and double T beams and various profiles, heavy bars, posts, square bars, rounds, half rounds, bars for wire manufacture, wire, hoops, sheets, beams, special steel for military and naval arsenals, telephone, telegraph and fence posts, profiles for agricultural machines, and other light special profiles. They agree to produce this material in due proportions, and when possible to meet the necessities of the Brazilian market, having in view the orders they receive and the contracts they make.

While this company has received the state and federal concession, it has not yet been fully financed. Foreign capital in addition to local production is interested in the export of high-grade ores, and financing should be completed when all interests are satisfied as to extent of the ore bodies.

Certain existing concessions by which foreign billets are allowed free entry for the manufacture of merchant bars will be affected once this material is manufactured in this country.

The sum of £37,000,000 is mentioned as the amount to be spent on this development, but it is impossible to forecast when the actual construction will begin, as even when the concessions are granted there are always initial difficulties to be overcome in undertakings of such magnitude.

COAL SITUATION

While Brazil produces coal from seven deposits located in the southern states of Santa Catharina and Rio Grande do Sul, this is only done to the extent of 300,000 tons yearly. Production has expanded very little, there is no high-grade coal, and no coal near the iron deposits. The Itabira Company proposes to import coal and to export ore. According to official reports, the coal averages 45 per cent fixed carbon, 22 per cent volatile matter, 10 per cent humidity, and 23 per cent ashes, with a heating value of 5,500 to 5,800 calories. Brazil imports about two million tons of coal annually, chiefly from the United Kingdom.

SECONDARY INDUSTRY

While the primary industry is very limited, there were, at the latest industrial census in 1920, 509 metallurgical establishments, these being mostly foundries and machine shops. Rio has six fair-sized foundries which make castings of fair quality, and São Paulo is similarly equipped. Among iron and steel products, a Rio mill advertises the manufacture and permanent stock of nails (point de Paris), shoemakers' nails and tacks, nails for shoe machinery, rivets, bolts, nuts and screws. These products are made by a number of factories. In São Paulo there is a modern factory making centrifugally cast iron pipe in the smaller sizes, largely from local pig iron.

MANUFACTURES BASED ON IRON AND STEEL

Secondary products manufactured in Brazil include stoves, water tanks, safes and strong boxes, enamelled iron utensils and refrigerators, locks, hinges, and builders' hardware (Continental type), hoes, sickles, scythes and farm tools,

simple carpenters' tools, needles, pins, hooks and eyes, clips, etc., for offices, galvanized iron articles, wire gauze, iron wire, wire goods, scales and balances, sanitary ware, and machines for sugar-cane treatment.

RAILS, FISH PLATES, AND ACCESSORIES

Amongst imports of iron and steel these are the most important, and those on which Canadian mills have the best chance to compete, especially on large orders. It is necessary, however, to have local representatives in Brazil who can quote on the periodic requirements of the railways. In 1928 there were 31,880 kilometres of trackage in Brazil distributed amongst sixty-nine railways. Only fourteen companies have over 1,000 kilometres; many are very small indeed. The principal railways with trackage over 1,000 kilometres in order of importance are as follows:—

Kilometres		Kilometres	
The Leopoldina Railway	2,986	E. F. Sorocabana	1,914
E.F. Central do Brasil	2,902	Cia. Ferroviaria Este Brasileira	1,739
Viação Ferrea do Rio Grande de Sul	2,657	The Great Western of Brazil	1,628
E. Oeste de Minas	2,252	Cia. Paulista de Estradas de Ferro	1,435
E.F. São Paulo-Rio Grande	2,020	E.F. Noroeste do Brasil	1,296
Cia. Mogyana de Estradas de Ferro	1,966	Rede Viação Cearense	1,251

The São Paulo Railway is also important, as, while its total trackage is only 246 kilometres at present, it controls the traffic between Santos and São Paulo city and connects with the Sorocabana at Jundiáhy.

In 1926 there were nine railways with revenue over \$2,400,000 and seven with revenue over \$600,000. The English railways are the Leopoldina, the Great Western, and São Paulo, with revenues in 1926 of roughly \$9,240,000, \$9,120,000, and \$3,960,000. There are 28,798 kilometres of standard gauge, 1,862 kilometres of wide gauge, and 1,219 kilometres of narrow gauge.

A new railway is being constructed from Santos to Mayrink, about 60 kilometres from São Paulo city, and one from the head of the Victoria railway to the Itabira iron deposits. The average annual new construction since 1915 has been about 450 kilometres.

In addition to quotations from the local offices of the big world-known steel companies operating in Brazil, many Brazilian and foreign companies quote on railway requirements on prices cabled on standard specifications by their buying agents in the principal steel countries. In addition to railways, there are calls from time to time for tramway rails for well-known public utility companies.

The subjoined table shows Belgium and the United States securing the bulk of the steel rail business. Generally speaking, British steel exported to Brazil is limited to special steels such as high speeds. Figures from Great Britain represent largely resales of Continental steel, although in the case of rails British railways may buy British rails.

*Rails, Fish Plates, and Railway Accessories**

Countries	Tons		£		Per Cent of Total	
					Tons	£
Belgium	49,249		448,519		43.4	38.2
Great Britain	25,834		294,424		22.7	25.1
United States	23,769		295,131		20.9	25.1
France	7,376		67,969		6.4	5.7
Netherlands	4,464		32,269		3.9	2.7
Germany	2,617		24,857		2.3	2.1
Canada	86		8,713		...	0.7
Total all Countries—	1912	1913	1925	1926	1927	1928
Tons	234,719	261,547	110,596	127,600	108,825	113,399
£	1,933,385	2,313,730	1,067,800	1,305,762	1,134,943	1,172,403

* The figures in this report are supplied from data prepared by the Brazilian Department of Commercial Statistics for the British Economic Mission. Imports shown above and throughout by countries are for 1928 calendar year.

It should be noted that Brazilian statistics of imports since 1917 specify the country which sells the goods without reference to the country which produces them. Thus steel manufactured in Belgium but sold by England, and having the consular invoice made out in England, would be credited in Brazilian statistics to that country. (This, of course, also applies to Canadian goods shipped to Brazil through New York.)

IRON TUBES, PIPES, AND FITTINGS

A report on the market for the above was published in *Commercial Intelligence Journal* No. 1259 (March 17, 1928), in which imports and specifications of requirements were given. More recent and detailed figures of sources of supply are given below. Canadian light tubing is shipped to this market and is appreciated especially in São Paulo. In view of the importance of Scotch tubing which is well sold here, it is probable that the trade ascribed to Great Britain below includes considerable British tubes.

Countries	Tons	£	Per Cent of Total			
			Tons	£		
Belgium	22,903	286,820	40.7	28.4		
Great Britain	9,101	187,561	16.1	18.8		
Netherlands	8,678	159,687	15.4	15.8		
United States	6,901	186,129	12.2	18.4		
Germany	4,958	143,488	8.8	14.2		
France	3,564	36,578	6.3	3.6		
Total all Countries—	1912	1913	1925	1926	1927	1928
Tons	64,084	73,612	43,270	40,199	39,675	56,222
£	818,508	925,473	878,757	801,216	746,768	1,006,388

IRON BARS, PLATES, AND SHEETS

Of next importance amongst imported rolling mill products are the above. Antwerp shipments are by far the most important. Two well-known Continental selling organizations—"Socometa" and "Longovica"—are well known in Brazil and have offices in the principal centres of the country. These companies carry very considerable stocks. The "Stahl Union" also carries large stocks in São Paulo and gives ninety days' credit. These companies are very active and their representatives call on users and can quote for immediate delivery. On practically all orders up to ten tons purchases in Brazil are made from concerns carrying stocks. United States Steel Products and Bethlehem Steel also have their own representatives on the spot. There are also a considerable number of Brazilian firms who carry stocks of merchant bars and sheets. One important buyer stated that nearly all steel ordered from England was purchased in Belgium, and that the Continental steel purchased direct was more satisfactory. Freight rates from the Continent are much lower than from England, which taken together with the lower price level of Continental steel renders the importation of British bars and sheets difficult. The following trade figures show the dominance of the European Continent in this branch of iron and steel imports. (The increase in total imports from all countries is striking.)

Countries	Tons	£	Per Cent of Total			
			Tons	£		
Great Britain	13,105	180,458	14.0	18.0		
Belgium	36,125	279,930	38.6	28.0		
United States	7,427	152,529	7.9	15.2		
Germany	6,773	88,916	7.2	8.9		
Netherlands	6,730	51,421	7.2	5.1		
France	5,587	38,104	6.0	3.8		
Total all Countries—	1912	1925	1926	1927	1928	
Tons	41,202	49,996	67,345	76,056	101,490	93,491
£	370,300	490,064	822,730	798,257	1,245,588	1,000,456

STEEL BARS, PLATES, AND RODS

The imports of bars, plates, and rods in steel is much more limited, the total in 1928 being 10,292 tons valued at £228,621, quantities imported being approximately the same as pre-war. From the values quoted per ton this would appear to be chiefly special steels. The principal importer of British special steels brought in about 700 tons last year. British imports are chiefly high-speed steels and special steels for bolts, nuts and screws. United States trade is more important in bars, plates, and rods of steel than of iron, and considerable American high-speed steel is imported. Belgium is an important supplier of cheaper steels and Germany and Sweden furnish small quantities of higher-priced special steel bars, plates, and rods. Imports are shown below:—

Countries	Tons	£	Per Cent of Total			
			Tons	£		
Great Britain	4,060	77,600	39.4	33.9		
United States	2,683	37,430	26.1	16.3		
Belgium	1,240	17,521	12.1	7.6		
Germany	1,155	43,806	11.2	19.1		
Italy	586	33,597	5.7	14.7		
Sweden	367	15,734	3.6	6.9		
Total all Countries—	1912	1913	1925	1926	1927	1928
Tons	10,042	10,196	8,730	8,307	8,660	10,292
£	194,589	189,979	218,591	201,448	206,550	228,621

TINPLATE

Tinplate comes fourth in importance amongst iron and steel imports. The market is held almost entirely by Great Britain and the United States, as the subjoined figures show. In this field the British product has real importance.

Countries	Tons	£	Per Cent of Total			
			Tons	£		
Great Britain	24,238	541,777	72.4	73.0		
United States	9,143	197,466	27.3	26.6		
Argentina	31	761	....	....
Belgium	26	709	....	....
Germany	10	619	....	....
Total all Countries—	1912	1913	1925	1926	1927	1928
Tons	15,011	21,372	25,491	16,192	32,083	33,467
£	292,282	423,153	683,748	415,190	795,680	741,822

BARBED WIRE

With imports valued at £688,589 (47,655 tons) in 1928, barbed wire is of fifth importance. The United States is the principal supplier, with Germany and Belgium of next importance. Types required are "Iowa" and "Glidden," and in a lesser degree "Waukegan." Nos. 12½ and 14 B.W.G. are almost exclusively called for, packed in reels of 38 and 27 kilos. The market is accustomed to United States Steel Products' packing. The table below shows the growth of imports and the predominance of the United States and the Continent in this business:—

Countries	Tons	£	Per Cent of Total			
			Tons	£		
Germany	16,815	242,056	22.7	35.1		
United States	15,972	229,222	18.7	33.3		
Belgium	10,474	151,140	32.3	22.5		
Great Britain	2,147	33,756	4.0	5.4		
Netherlands	1,985	29,029	3.3	4.6		
Total all Countries—	1913	1925	1926	1927	1928	
Tons	30,721	41,653	30,442	38,612	47,655	
£	381,290	714,165	473,681	579,790	688,589	

LAUNDRY MACHINERY DEVELOPMENT IN NORTH OF ENGLAND

GERALD A. NEWMAN, ASSISTANT TRADE COMMISSIONER

Liverpool, January 2, 1930.—Laundry machinery is designed to fit in with definite laundry systems, and these are in turn developed to meet a specific public demand on the part of three distinct classes. There is the labourer and his family living on 45s. (\$10.94) to 50s. (\$12.16) a week in a one- or two-roomed house. Laundering at home under such conditions is most inconvenient, with the result that self-service laundry houses have been introduced. Equipped with steam washers, hydro-extractors, hot-air drying closets and mangles, these community laundries resemble closely an ordinary steam laundry. For three-pence an hour the working woman has full use of all these facilities, operating the machines herself. Simplicity in operation, and a freedom from adjustments which might puzzle a novice, are the marks of all machinery that is installed in such laundries.

At the other end of the social scale the demand has been met by laundries providing a "full finished" service. But the costs are high—too high for most middle-class families who represent so large a section of the public in this country. It was to meet the demand of this middle class that wholesale changes in laundry methods and machinery have been made within the course of the past eight or nine years.

In the days before the war the shilling wash was tried out. It was comparable to the "wet wash" system which is quite popular in Canada. It proved unsuitable for English conditions. The war period brought a new system—the "flat work" method—which has been very successful. Clothes are washed, dried, and given a medium finish on multi-roller ironing machines. The charge for such laundering is 3d. (6 cents) a pound. The popularity of this system is evidenced by the fact that many laundries which once offered only "full finished" work have now found it advisable to instal whole new plants that are necessary for "flat work." Great Britain is in a period of transition as regards laundry methods. The tendency is more and more towards the mass production, quick service and low prices afforded by the new system.

It was in this changing field that American manufacturers of laundry machinery secured a strong foothold, and in fact were possibly the greatest influence in making the change. Directly after the war, while British firms were in the process of reorganization, American large-capacity washers, multiple ironers, hydro-extractors, and—most important of all—multiple ironers began to come into Great Britain in large numbers. Any laundry putting in a multiple ironer found it necessary to have additional machines to complete the system. The result is that to-day many of the laundries that were equipped for flat-work some years ago have American machines throughout their plants. Within recent years English laundry engineers have been able to offer competition, especially in large-capacity washing machines, and one English firm in particular has within the past few months put a new multiple roller ironing machine on the market which is having a good sale in competition with foreign makes.

TYPES OF MACHINES SOLD

While it is impossible to give definite prices on the various machines, some idea as to types offered may be gathered from the following descriptions:—

(1) *Washing Machines.*—Various sizes are being advertised, ranging from the very small one-compartment machines of 24 inches by 23 inches to those with eight and ten compartments. Machines that have capacity for 120 shirts are being offered, but the tendency is to instal machines with capacities of from 250

to 450 shirts. The most extensively advertised is an all-metal washing, boiling, and rinsing machine with two compartments 36 inches by 72 to 77 inches; overall dimensions, 7 feet 6 inches or 7 feet 11 inches by 4 feet or 4 feet 5½ inches; internal dimensions of inner compartment, 36 inches by 72 to 77 inches; two 2½-inch water connections and 2-foot 6-inch waste outlets; 1-inch to 1¼-inch steam supply; size of pulleys, 18 inches by 11 inches; speed of pulleys, from 130 to 155.

Although machines imported from the United States, Holland, and Switzerland are sold, it would appear that the English machines are having the best sale. One English firm in particular has an established reputation. English prices in general are lower than those asked for imported makes, one size—42 inches by 84 inches—selling at about £600 (\$2,920).

(2) *Hydro-Extractors*.—Hydro-extractors are offered by English and American firms. The machines are self-balancing with horizontal motors on separate stand, and belt drive. A wrought steel outer casing and perforated galvanized steel cage fitted with ball and roller bearing are characteristics common to most of them. Cages are made with diameter of 21, 26, 30, 32, 36, and 42 inches. The 26-inch and 30- to 32-inch appear to be the most popular sizes. Prices range from £80 (\$389.33) to £100 (\$486.66).

(3) *"Decoudin" and Multiple Rollers: Ironing Machines*.—"Decoudin" machines are being used in laundries where a fine finish is desired. Multi-roller machines, though they have a far greater speed and capacity, cannot equal the Decoudin finish. The usual sizes of Decoudin are made with roller 24 inches in diameter by 90 to 110 inches in length, and 30 inches in diameter by 90 to 120 inches. Double-roll Decoudins are 24 inches and 32 inches in diameter with lengths of 120 inches to 160 inches. One English firm who have been making Decoudin machines for many years give the following specifications for their 14-inch by 108-inch roller machine:—

Steam to bed	2 off ½ inch.
Condense	1 off ¾ inch.
Steam and condense to roller	1 in. R; ½ in. C.
Total surface of bed in square inches . .	4180
Total surface of bed in square feet . .	29
Steam consumption	100 lbs. per hour
B.h.p. to drive	2
Speed of linen	25½ by 19½ f.p.m.
Space occupied	12 feet 8 inches by 6 feet 3 inches
Approximate weight net	4½ tons
Pulley diameter and width	12 in. diameter 3 in. belt.
Pulley speed	250 m.p.h.

The majority of machines are geared for two speeds. Competition in Decoudin ironers is quite keen: these are being sold by American, English, and Dutch firms. According to one authority, the Dutch machine is gaining a strong hold. The English makes, however, are also having a good sale. In the sale of multi-roller ironers American firms have achieved most success. Laundries doing "flat work" find such a machine invaluable because of its volume and speed. Thus it was that with the trend towards "flat work" after the war American machines practically captured the market. Laundries buying multi-roller ironers found it necessary to instal other machines and fittings to complete the flat work system. Here again American machines were ready for sale, while the firms in other countries were not organized to meet the demand. The result was that many laundries which were fitted for flat work a few years ago have installed a full line of equipment.

Recently, however, English firms have been building multiple rollers capable of competition with American makes. One firm in particular has brought out a machine made with six or eight rolls in standard lengths of 120 inches or 160 inches, 15 inches diameter, with speeds of 40, 50, and 60 feet per minute. This machine is capable of handling ten sheets a minute.

COMPETITION IN MARKET

As may be gathered from the foregoing statement, the competition in laundry machinery has become keen with American, English, and Dutch firms strongly contending for orders. Two American firms were largely responsible for introducing the flat work system. One of these firms has its own sales staff covering the United Kingdom, and the others are represented by well-known agents. British laundry engineering firms are in the position not only to sell the machines but to assemble them and give quick service if necessary.

POSSIBILITIES OF ENTRY INTO THE FIELD

Any Canadian firm considering the possibilities of entering this market has two alternatives: either to set up its own sales organization (which would call for a considerable initial expense) or to place its business in the hands of an established firm of laundry engineers. Judging by present market conditions, the latter course would seem advisable. It should be stated, however, that most of the engineering firms already have agencies; but in some instances they do not carry a full range and this office is in touch with a firm of laundry engineers who would like to take over an agency for multiple ironers. Any Canadian firms interested are requested to communicate with the Canadian Trade Commissioner at Liverpool.

NORTH OF ENGLAND HAY TRADE IN 1929

HARRY A. SCOTT, CANADIAN TRADE COMMISSIONER

Liverpool, January 7, 1930.—The bulk of the trade in Canadian hay in Liverpool depends under normal conditions on the demand from owners of heavy transport horses greatly in use in this centre. Otherwise the outlet is very limited. While there is considerable demand at Manchester, consumption in that area is relatively small due in part to the heavier local supplies that are usually available.

However, in 1929, as in the case of the two preceding years, the English hay crop was much below average and there was a good demand for Canadian hay in this territory. Although the shortage was fairly general throughout the various inland districts, Lincolnshire, Cheshire, Lancashire, and the southern half of Yorkshire seem to have been the most seriously affected. These in general are heavy clover-producing districts; Lincolnshire, in particular, is in normal years a large grower for shipment to other parts of the country, and the shortage in that county had considerable bearing on the situation that developed.

Imports of Canadian hay into Liverpool for the past five years, according to unofficial estimates taken from port entries, were as follows:—

	1929	1928	1927	1926	1925
Bales	275,000	254,000	189,000	126,000	131,000

From these figures it will be seen that imports from Canada have been steadily increasing. It must, however, be emphasized that this country has suffered from hay crop shortages in three successive years, and that Canadian supplies have been purchased to make up the deficiency. As in previous years, imports from Canada were comparatively light during the first four months of 1929. The prolonged periods of cold weather and drought during the first part of the year, however, adversely affected the English crop, and by the middle of June it became quite apparent that domestic supplies would be seriously below normal. Commencing with the month of June, arrivals of Canadian hay became

much heavier, and out of the total imports to Liverpool of 275,000 bales no less than 232,510 bales arrived from the beginning of June up to the end of November. Toward the close of navigation in the St. Lawrence there was the usual heavy export in anticipation of higher prices for shipment from winter ports.

Importers have spoken favourably concerning the quality of the exports of Quebec hay to this market in 1929. During the period of heavy importations, Quebec hay was sold at prices ranging from around 92s (\$22.38) per ton of 2,240 pounds c.i.f. Liverpool in July up to somewhere about 100s. to 102s. 6d. (\$24.33 to \$24.93) toward the close of navigation from Montreal. Since then, in addition to Quebec hay shipped from winter ports, there have been arrivals of New Brunswick and Nova Scotia hay, both of which seem to be giving satisfaction to the trade. The main supplies from the Maritime Provinces only reach this market during the winter season, although limited shipments of Nova Scotian hay came to Liverpool in 1929 during the summer months as well.

Importers state that supplies are plentiful at present and the market is not active. Hay from both the Maritime Provinces and Quebec is being freely offered at anywhere from 105s to 110s. (\$25.54 to \$26.76), depending on source and quality, but dealers are adopting a cautious buying policy in view of the comparatively mild winter so far experienced in England. But should a long spell of severe weather ensue, the demand for imported supplies at Liverpool and Manchester would increase.

The grade of Canadian hay in favour at Liverpool is a No. 2 clover mixture. This centre in recent years has been taking a better class of hay than formerly. Manchester likes a higher percentage of clover than is required in Liverpool.

While several new Canadian exporters entered this market in 1929, importers state that, as in 1928, the percentage of consignments was again lower than in previous years, with a correspondingly higher proportion purchased prior to shipment.

Any Canadian firms desirous of obtaining connections with importers in this territory are invited to communicate with the Canadian Trade Commissioner at Liverpool.

NO MARKET FOR CLAMS IN NORTH OF ENGLAND

Mr. Gerald A. Newman, Assistant Trade Commissioner at Liverpool, in response to an inquiry from a Canadian exporter, writes under date of January 4 that the prospects for working up a trade for clams in the North of England are not encouraging. Fresh mussels and cockles can be bought in this area at the equivalent of 4 cents a pint retail, and there is considerable prejudice against tinned meats and fish in any form.

COMMERCIAL NOTES FROM NEW SOUTH WALES

B. MILLIN, COMMERCIAL AGENT

Rice Production in New South Wales

Sydney, December 12, 1929.—Rice-growing experiments were made intermittently in New South Wales and other Australian states from 1891 to 1922 with indifferent success, but in the latter year encouraging results were obtained from experimental sowings on the Murrumbidgee Irrigation Area, New South Wales, by the use of three varieties imported from the United States. Since the year 1926 the industry has shown phenomenal growth. The output that year was 720 tons, but this year's crop amounts to 23,000 tons.

The consumption of rice in Australia in recent years has improved to such an extent that it is not found necessary to export, as the yield will be required

for home consumption. It is officially stated that the greater proportion of this season's rice was sold at the rate of £11 10s. per ton of 2,240 pounds. With additional areas under crop, it is anticipated that next season will show the output to be more than Australia will require, and there should be an appreciable amount for export. The Rice Marketing Board has recently received inquiries for supplies from Canada, Great Britain, and South Africa.

Sydney Harbour Arch Bridge

Considerable progress has recently been made in the construction of the Sydney harbour arch bridge, the largest of its kind in the world, although partly owing to strikes the work is much behind schedule.

On the southern side of the main arch spanning the harbour 7,900 tons of steel has now been erected, while on the northern side 2,500 tons have been placed in position. Both these incomplete sections are entirely held up by huge cables, which are carried back into a rock chamber and controlled by hydraulic machinery. On completion of the two halves of the arch, the estimated gap between the lower halves of the chords will be from 14 to 47 inches, depending on atmospheric temperature conditions. The two halves will then be held back by 128 cables each, and these will be slackened to close the arch on a special locking pin, after which the joint will be riveted up and the upper chords and the remainder of the two central panels erected to convert what is temporarily a three-hinged arch into one of two hinges. The deck will be erected afterwards as the creeper crane which handles the members of the bridge works backward to the abutments. The creeper crane weighs 605 tons.

The two halves of the arch trusses will each ultimately require about 15,000 tons of steel. Silican steel is being largely used in the chord members of the arch trusses, and ordinary carbon steel in the remainder of the structure.

It is not anticipated that any difficulty will be met when the lower shords meet, but in any case a relatively large error of alignment can be corrected by special devices. Recently 578 tons of steel was placed in position in one day, and this is claimed to be a world's record.

Export of Stud Sheep from Australia Prohibited

A proclamation has just been issued by the Commonwealth Government requiring the consent of the Minister for Trade and Customs before any more stud sheep can be exported from Australia. This action was taken in view of a recent shipment of 5,000 sheep to Russia, although it is stated that there are only 150 stud sheep in the lot.

The prohibition of export of stud sheep is a subject on which producers are strongly at variance. Delegates at the last Farmers' and Settlers' Conference at Sydney by the overwhelming majority of 111 to 21 carried a motion favouring an embargo on export. On the other hand, a recent meeting of the Graziers' Association, after a lengthy discussion, voted against prohibition of export by 51 votes to 42.

During the last ten years statistics show that 22,511 stud sheep valued at £393,040 have been exported from Australia. While the chief exportation has been to South Africa, a number have been sent to Japan and Russia, as well as to some other countries.

Sugar Production in Australia

The crushing season is now drawing to a close, and in several districts work has been completed. The sugar production of Australia (mostly in Queensland) is estimated at 595,000 tons, of which 192,000 tons will be exported. Prospects throughout the sugar-growing districts have been very favourable during the last few months, and the growth of young cane excellent. Useful rains have fallen over nearly the entire area devoted to this crop.

Sydney Wool Sales

Though high figures have been secured for some specially good merino wool during the last few weeks, the general tendency of prices has been easy. Fine wools have not been much affected, but the broader types of merinos, and faulty wasty lines grown under drought conditions, have shown irregularity in values. The easing off is partly due to the fact that London values did not show the same rise as had been previously experienced in Sydney, and also to the lull in Japanese bidding. France has competed very keenly for fine wools, and good competition has also been experienced from Germany, from Yorkshire, and from Belgium. Italian and Russian demand has been less vigorous than a few weeks ago.

Weekly wool averages at the Sydney sales so far this season are as follows:—

Week ended	Per Bale			Per Pound
	£	s.	d.	
September 14..	14	12	7	11.4
September 21..	14	18	11	11.1
October 5..	12	17	1	9.6
October 12..	13	3	2	10.1
October 19..	14	9	8	11.0
October 26..	14	10	4	11.3
November 2..	14	19	2	11.5
November 16..	15	9	11	11.9
November 23..	15	16	5	12.3

POINTS FOR EXPORTERS TO HONGKONG AND SOUTH CHINA

PAUL SYKES, CANADIAN TRADE COMMISSIONER

Hongkong, December 17, 1929.—Hongkong is a British Crown Colony. It consists of an island lying off the coast of South China and some 280 square miles of the adjacent mainland. Its population is estimated at about 1,000,000, of which all but 16,000 are Chinese. The port of Hongkong is one of the busiest in the world—a result of the great volume of transshipment trade, largely to South China, for which market Hongkong is the principal centre of distribution.

South China is one of the least developed of the large markets of the world. It consists of five provinces covering an area of about 436,250 square miles, and has an estimated population of 83,250,000. Canton is the largest city and port. Swatow, Amoy, and Foochow are of less importance. Wuchow is the largest city not situated on the seaboard. The outstanding features of the South China market are its vast population and its low purchasing power.

CLIMATE

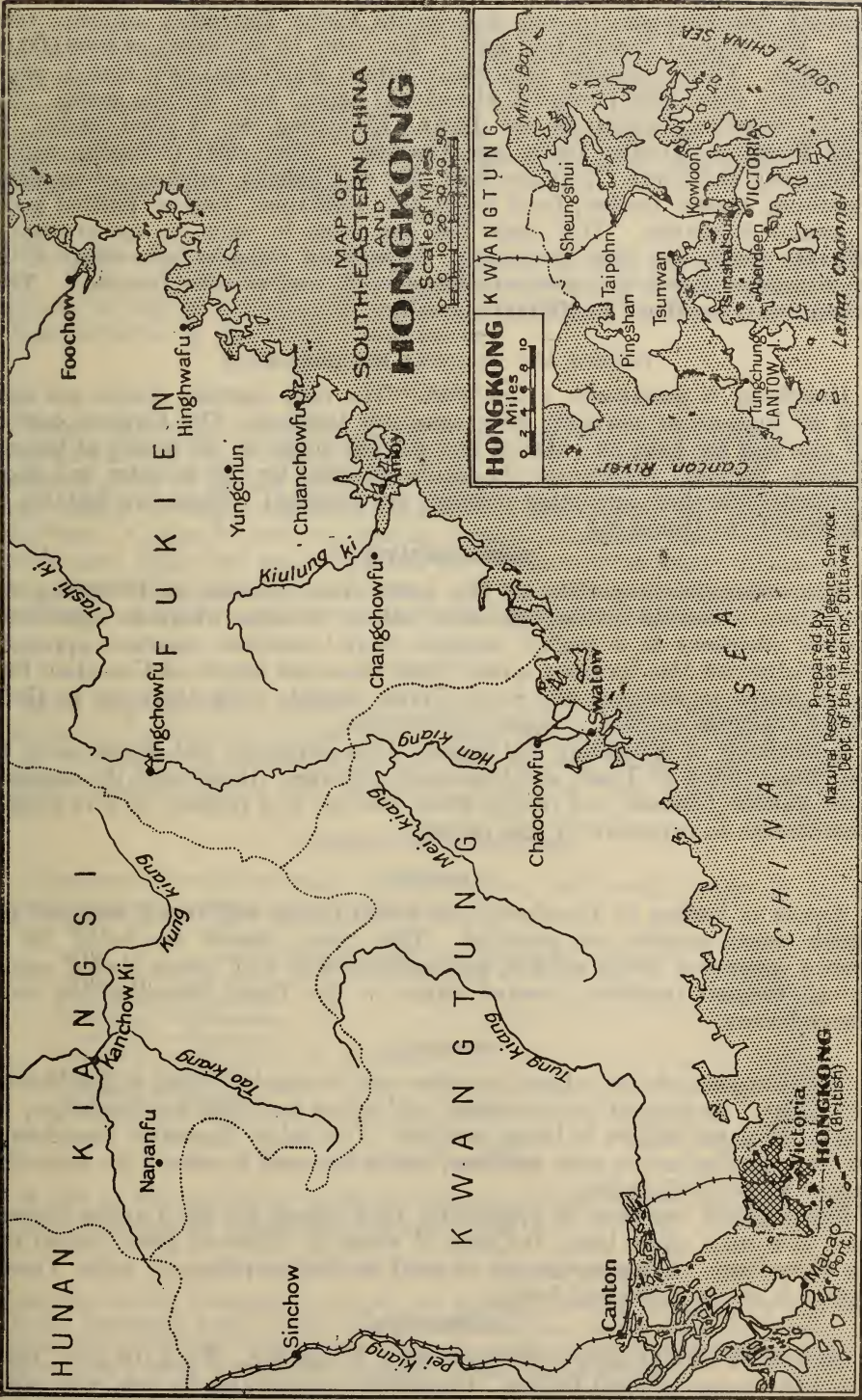
Hongkong and parts of the provinces of Kwantung, Kwangsi, and Yunnan lie within the tropics. High temperatures and humidity are experienced from May to October. The winters are cooler and frequently raw and rainy in the early months of each year.

INDUSTRIES

There is very little manufacturing in South China. Some cotton, silk, and woollen goods are made in modern factories, while silk, china, wood products, and other articles are made by hand in small establishments. The chief occupation of the people is agricultural production. Rice is the principal crop. In Hongkong itself manufacturing is equally restricted; shipbuilding is the most important industry in the colony.

TRADE

Hongkong's total trade with overseas countries is estimated to exceed \$500,000,000 per annum. No official statistics are now available. Imports and



exports may each be estimated at \$250,000,000. The bulk of these amounts represents transshipments to and from South China and other adjacent territories. The value of imports into South China may be estimated at \$200,000,000 per annum. These comprise principally cotton goods and raw cotton, sugar, metals, oils, flour, fish products, chemicals, paper, and woollen goods. The principal supplying countries are Japan, Hongkong, the United States, the United Kingdom, France, India, and Germany. The chief Canadian exports to Hongkong and South China are flour, dry salt herring, sulphate of ammonia, automobiles, cheese, lumber, fresh fruits and vegetables, leather, knitted goods, and canned foodstuffs. This trade has amounted in value to an average of \$2,500,000 during the past five years. Imports to Canada from South China consist largely of rice, fish products, ginger, oils, and wooden furniture. Their value amounts to about \$1,500,000 annually.

TARIFFS AND CUSTOMS REQUIREMENTS

Hongkong is practically a free port. The only customs duties are those levied on imports of alcoholic beverages and tobacco. The Chinese customs tariff provides for both *ad valorem* and specific duties on all principal imports. In general, ordinary invoices of shipments, certified by the exporter and showing freight, insurance, and other charges, are accepted. These are suitable for all shipments to Hongkong.

REPRESENTATION

A considerable proportion of the trade from Canada to Hongkong and South China is carried on through direct sales. In cases where an agent's services are necessary it is highly desirable that Canadian exporters appoint a representative for this territory alone. Some Shanghai agents of Canadian firms have neglected to cultivate the South China market, while there are in Hongkong an adequate number of agency companies.

A directory of Hongkong and South China importers and agents is on file in the Department of Trade and Commerce, Ottawa. It includes the names of reliable British, Chinese, and foreign firms who are in a position to give efficient representation to exporters to this market.

SAMPLES

Agents or buyers in Hongkong and South China will rarely consider new business unless samples are provided. This point should be noted by all exporters interested in the market, and samples with *c.i.f.* prices should accompany all original inquiries directed either to the Trade Commissioner or to business houses.

CURRENCY

The Hongkong dollar is based on silver and is equal in value to the Mexican silver dollar. At present paper money and silver are both in circulation, but the issue of paper dollars is being recalled. The dollar fluctuates considerably in value according to the price of silver, but is expected to remain for some time at about 42 cents Canadian.

South China currency is principally that issued by the Canton Government. It is on a silver basis, the unit of which is a 20-cent piece (equal to 8 cents Canadian). Shanghai money is used in Fukien province, while Yunnan currency is on an individual basis.

QUOTATIONS

Quotations should always be given *c.i.f.* Hongkong. *F.o.b.* or *f.a.s.* prices are of little value to local buyers. Quotations should also be net, with added reference to discounts, commissions, etc. The currency in which prices are quoted may be Canadian or United States dollars or the pound sterling. The former is recommended.

SELLING TERMS

It is not unusual for exporters to China to ship only on irrevocable letter of credit. These terms are to be commended whenever possible. Competition, the difficulty of introducing new lines, and some increases in the standards of business adopted by local mercantile firms warrant exporters in shipping on a documentary payment basis in some cases. Consignment is to be deprecated in general, but, as in the case of d/p business, may be undertaken when the importer is known to be reliable.

BANKS

Canadian banks have established connections with local banking institutions. They can at all times furnish data regarding exchange rates, etc., and may also be able to furnish credit information on importing firms supplementary to that collected by the Trade Commissioner.

PACKING

Every attention should be given to the packing of shipments to South China and Hongkong. Owing to the necessity for transshipment and the rough treatment given to freight parcels by coolie labour, this is of extreme importance. Labels or similar devices as a means of securing careful handling are of little value. Crates, covers, and similar protective material must be strong and durable, and insulation must be given to contents of packages whenever possible. Straw-filling should not be used. Wood wool or similar non-absorbent insulation is desirable. Marking should be limited to essentials.

ROUTING

Most shipments from Canada to Hongkong and South China will naturally be made via Vancouver. In the case of bulky commodities, or any goods which are of non-perishable nature, shipment from Eastern Canada may at times be made by steamers sailing from Montreal, Boston, or New York via Panama or Suez.

COMMERCIAL TRAVELLERS

Commercial travellers may visit Hongkong and South China for business purposes without restriction as to licences, etc.

SAILING DISTANCES IN NAUTICAL MILES

	Miles
Hongkong to Vancouver	6,089
Hongkong to Yokohama	1,580
Hongkong to Shanghai	853
Hongkong to New York (via Panama)	11,691
Hongkong to Manila	640
Hongkong to Saigon	927
Hongkong to Singapore	1,440

SHIPPING SERVICES

A list of the principal steamship lines operating from Canadian Atlantic and Pacific coasts to Hongkong is given below:—

Vancouver or Victoria to Hongkong

Canadian Pacific Steamships.—Freight and passenger service, sailing every two weeks.
 Dollar Steamship Line.—Freight and passenger service, sailing every two weeks.
 American Mail Line.—Freight and passenger service, operating with Dollar SS. Line.
 Blue Funnel Line.—Freight and passenger service, sailing monthly.
 Nippon Yusen Kaisha.—Freight and passenger service, sailing monthly.
 Osaka Shosen Kaisha.—Freight and passenger service, sailing as advertised.
 States Steamship Company.—Freight only, sailing weekly.
 Klanveness Line.—Freight only, sailing monthly.

Montreal and Halifax to Vancouver for Transshipment

Canadian National Steamships—Freight only, sailing every three weeks.

Boston and New York to Hongkong via Panama

Dollar Steamship Line.—Freight and passenger service, sailing monthly.
Nippon Yusen Kaisha.—Freight and passenger service, sailing monthly.
Prince Line.—Freight and passenger service, sailing every two weeks.
Barber Wilhelmsen Line.—Freight and passenger service, sailing as advertised.
American Pioneer Line.—Freight only, sailing monthly.

Boston and New York to Hongkong via Suez

Bank Line.—Freight and passenger service, sailing monthly.

PASSPORTS

Visitors to Hongkong and South China should carry passports. These should be viséd by a Chinese Consul if it is proposed to travel in the interior.

POSTAL INFORMATION

To Hongkong

Letter Postage.—3 cents for the first ounce and 3 cents for each ounce after.
Parcel Post.—12 cents per pound up to 11 pounds.

To China

Letter Postage.—8 cents for the first ounce and 4 cents for each ounce after.
Parcel Post.—27 cents for the first pound up to \$1.75 for 10-15 pounds.

For further information respecting Chinese parcel post, see *Canada Official Postal Guide*, page (102).

Mails are carried to Hongkong and South China from Vancouver, Victoria, and Seattle at varying intervals averaging seven to ten days.

BUSINESS RESULTS IN JAPAN FOR THE FIRST HALF OF 1929

H. SAWA, OFFICE OF THE COMMERCIAL SECRETARY

[Yen converted at a value of 48 cents to the dollar]

Tokyo, December 11, 1929.—The investigation of 1,500 principal corporations for business results for the first half of 1929 showed that 1,367 were making a profit amounting to \$200,176,000, while only 133 showed losses, these totaling \$4,711,000; giving a net profit of \$195,465,000. The ratio of net profit corresponds to 10.6 per cent of the total paid-up capital of \$3,672,258,000, and equals 8.3 per cent of the total capital subscribed of the same corporations (\$4,685,176,000). Comparing the profit for this period with that of last term, the net increase is \$11,404,000 or 0.4 per cent. It also shows a net increase of \$8,496,000, which is 0.1 per cent decrease in the proportion of profit if compared with the same period of last year. The companies showing losses amount to 133 in number, which is an increase of one firm over last term. This, however, is a decrease of eleven firms if compared with the same period of 1928. Losses declined by \$12,566,000 when compared with the previous term, and \$6,667,000 with the same period of 1928. Business results for the first half of 1929 are as follows:—

	1st Half of 1929	2nd Half of 1928 (\$'000 omitted)	1st Half of 1928
Paid up capital	\$3,672,258	\$3,590,344	\$3,487,992
Capital subscribed	4,685,176	4,583,406	4,484,950
Profits	200,176	201,338	198,347
Losses	4,711	17,277	11,378
Net profit	195,465	184,061	186,969
Ratio of profit	10.6%	10.2%	10.7%

The general tendency shows that the profits from the banks are gradually decreasing, while gains in industries are increasing. Bankers are still in a difficult position on account of the continued easy monetary conditions and also of the depreciation in the value of securities on hand, thus showing more than 5 per cent decrease in their gains. Security corporations are in the same position as the banking corporations. Profits on general industries are, on the contrary, increasing. The following industries have especially shown gains: Cement; spinning; sugar refining; brewing; chemicals; electric light and power; gas; and railways.

The spinning industry generally had a gain in spite of the fact of the abolishment of night shifts. The only exception was the Ashikaga Spinning Company, Limited, which showed a loss during last period. The gain in the cement business is due largely to co-operation among the companies. Improvement in the sugar-refining industry is due also to consolidation, although the industry has been working under depressed conditions. Profits of the brewing industry are dependent on the seasons. Electric power, gas, and railway enterprises have not had any direct foreign competition, and are thus continuing to enjoy increasing profits. The iron and steel industry, warehouse and other transportation business gained a very little; and there was a remarkable gain in the mining industry. There were no losses such as that of the Imperial Coal Mining Company during the previous half-year, and all large concerns showed an improvement except the above-mentioned company. Artificial silk and department store industries both showed lower earning powers due to the decreasing demand for artificial silk and the retrenchment policy put in force by the authorities. The stock and shipping markets have been very unfavourably influenced by the rumours regarding the removal of the gold embargo. The decrease in the earnings of firms included under miscellaneous industries may be attributed chiefly to the difficulties in which the Nichiro Fisheries were involved. The woollen industry gained a little, while the newspaper industry showed a decrease. Some ninety-one other firms with an aggregate paid-up capital of \$138,720,000, which make an annual settlement, showed a gain of \$19,008,000 of 13.7 per cent, which was about \$52,800 more than that of the last year. Among them insurance—fire, marine and transportation—showed an increase, but assurance—which covers life only—registered a decline. The "sake" distilling industry improved, but raw silk did not make any material change. The number of corporations investigated for the first half of this year and 1928 amounted to 1,591, and their paid-up capital amounted to \$3,810,978,000, which is equivalent to 7.1 per cent in number and 71 per cent in capital as compared to the total number of corporations of 22,200 and total paid-up capital of \$5,376,000,000 throughout Japan. The Japanese corporations in Formosa, Korea, Saghalien, Kwantung Province, and abroad number 62, with a total paid-up capital of \$204,480,000, and showed a gain of \$8,352,000 (8.2 per cent) against \$1,536,000 of the last period. Last term, due to the great loss of \$5,760,000 sustained by the Ensuike Sugar Refining Company, such corporations as banking, sugar refining, and other colonial industries could not show much gain, but seem to have improved more or less though these industries are still depressed. The South Manchurian Railway business and insurance business have improved considerably.

TABLE giving Profits in the Several Industries for the first half of 1929 as compared with the second half of 1928

	1st Half 1929		2nd Half 1928	
	Net Profit In \$1,000	Ratio of Profit Per Cent	Net Profit In \$1,000	Ratio of Profit Per Cent
Banking	43,797	12.2	46,118	13.2
Security	1,719	7.7	2,158	9.7
Electric light and power	42,032	10.1	40,800	10.1
Gas	5,130	11.6	4,813	11.7
Spinning	17,396	18.7	16,033	17.5
Woollen	2,376	9.6	2,829	11.5
Hemp	482	11.4	472	11.2
Rayon	1,237	8.9	1,668	12.3
Brewery	3,608	20.2	3,044	16.3
Refining sugar	1,053	12.6	941	11.3
Wheat flour	602	13.4	545	12.1
Leather	254	11.5	266	12.1
Paper	5,075	14.5	5,170	14.7
Cement	4,091	13.3	3,034	10.7
Chemical	6,575	9.9	5,915	8.9
Iron and steel	2,263	4.8	2,165	4.5
Copper	1,669	18.8	1,671	18.8
Car and shipbuilding	1,774	4.2	7,767*	
Machines and machinery	5,306	11.1	5,404	11.4
Mining	8,592	8.5	5,672	5.7
Commercial	9,427	11.8	9,686	12.4
Department stores	1,379	20.9	1,505	25.6
Stock exchange	1,879	8.0	2,506	10.7
Land and building	2,317	5.6	2,505	6.1
Traffic	14,488	9.2	14,432	9.4
Warehouse	904	5.3	619	3.8
Transportation	948	12.1	932	11.9
Shipping	2,877	5.4	3,582	6.8
Gum cultivating	278	4.8	74	1.3
Miscellaneous	5,918	10.2	7,255	12.8

* Loss.

FRENCH MARKET FOR MICA

HERCULE BARRÉ, CANADIAN TRADE COMMISSIONER

Paris, December 30, 1929.—Mica is largely used in France. The clear, or muscovite, mostly imported from India, has been adopted for stove doors and for lanterns, and as a substitute for glass in lamp funnels, in spectacles and in headgear in special industries. The amber, or phlogopite, imported from Madagascar, Canada, and other countries, is used as insulating material for rheostats, condensers, collectors, transformers, telephones, and other electrical apparatus.

Mica is supplied in two forms:—

(1) In trimmed sheets varying in thickness from three-tenths of a millimetre up to 4 and 5 millimetres, ranging from 1 to 37 square inches in size. The sizes generally in demand in France are: (a) No. 5, from $3\frac{1}{4}$ to $6\frac{2}{10}$ square inches; (b) Nos. 2, 3, and 4, from $6\frac{2}{10}$ to $24\frac{8}{10}$ square inches.

(2) In rough-cobbed or mine-run mica, in pieces of varying thickness and surface, the latter ranging from 1 to 390 square inches, with occasional blocks of over 500 square inches.

Some of these irregular blocks are used for the manufacture of large insulating parts. The bulk, however, is pulverized and used in the shape of powder. This powder is mixed with an agglomerate, making a soft paste which possesses all the insulating properties of mica. It is easily moulded into various parts used in the electrical industry.

SALES POSSIBILITIES IN FRANCE

Canadian mica could find a market in France, which imports a fairly large quantity every year. In 1926, 1927, and 1928 the imports of irregular blocks

amounted to 21,713, 16,563, and 21,312 cwt. valued at 16,344,000 francs, 10,165,000 francs, and 13,583,000 francs respectively. Imports of split and trimmed mica for the same years were 1,256, 5,425, and 6,217 cwt. of a value of 3,725,000, 6,086,000, and 2,116,000 francs. The total imports of mica into France were therefore for 1926, 1927, and 1928, 22,969, 21,988, and 27,529 cwt. of a total value of 20,069,000, 16,251,000, and 15,699,000 francs in the respective years.

French importers have expressed themselves favourably disposed to buy from Canada, and should like to receive offers. There is some fear, however, lest the actual cost of mica increased by freight and other charges might prove too high for this market. Competition from India and Madagascar is very keen.

French buyers are reluctant to indicate the prices they pay for mica. They explain their reluctance by the fact that mica is so irregular as to size, thickness, quality, colour, and transparency. All dealings are made by private contracts, and prices vary according to the characteristics of the lots offered.

Canadian offers would have to be accompanied by the following indications: (1) Prices c.i.f. Havre, Dunkirk, or Bordeaux; (2) sizes of sheets or blocks: length, width, thickness; (3) quantities immediately available; (4) quantities likely to be available later on, and when; (5) time required for shipment from date order is received. Some of the importers would be willing to pay cash against shipping documents, but only after examination of the goods after unloading.

CUSTOMS DUTIES

Canadian mica enjoys the benefit of the French minimum tariff. Item 620ter: Mica in sheets or plates, articles of mica, micanite and mica compounds, papers and cloth treated with mica, even mixed with other materials:—

- (1) Mica, trimmed in regular pieces or of determined shape, weighing up to 5 grammes (oz. 0.17637): 12 per cent ad valorem.
- (2) Others, per 100 kilos net (220 lbs.): 200 francs.

INVOICE REQUIREMENTS AND CONSULAR REGULATIONS OF MEXICO

C. NOËL WILDE, CANADIAN TRADE COMMISSIONER

Mexico City, January 7, 1930.—A new method of documentation in connection with shipments to Mexico came into force on January 1, 1930. This method reduces documentation to the simplest form; no consular invoice, and no certification, or visa by Mexican consular officers are required.

All that is necessary is to prepare four copies of the ordinary commercial invoice; these must be signed at the foot by the exporter and mailed to the purchaser in time to reach him before the merchandise arrives in Mexico.

Invoices may be written in Spanish, French, or English.

In order that exporters may be fully informed, the following additional information is provided:—

The law provides that commercial invoices must contain,—

- (1) Details of the merchandise in ordinary commercial language, giving kind, quantity, and value.
- (2) Name of place where sold, and country of origin.
- (3) Marks, countermarks, kind and number of packages, together with total quantity, in such detail as will enable the customs officials to identify the shipment.
- (4) Date of shipment.
- (5) Signature of vendor.

The same system applies to all shipments, with the exceptions noted below:—

Merchandise of a value of less than 30 pesos (\$15, Canadian currency), if imported by the all-rail route, does not require a commercial invoice for customs purposes.

Merchandise imported by parcels post does not require a commercial invoice for customs purposes.

(At the same time, in both the above cases it is desirable to provide the usual commercial invoices for purposes other than customs clearance.)

Samples, if not for sale, do not require a commercial invoice; a "note of samples" is sufficient, but this must be signed by the exporter.

Bills of lading may be made out to "bearer," "order," or to consignee.

Merchandise sent by parcels post is subject to a surcharge of 5 per cent of the customs duties. A list of articles prohibited from entry by parcels post will be found in the *Canadian Postal Guide*.

PROPOSALS FOR SUPPORTING THE SWEDISH GRAIN MARKET

Frederick H. Palmer, Canadian Trade Commissioner in Oslo, writes under date of January 2 that the December issue of the *Index*, the monthly publication of the Svenska Handelsbanken, Stockholm, makes the following statement:—

Swedish agriculture has long been suffering from the conditions prevailing on the world's grain market, the prices of agricultural produce comparing unfavourably with industry and its products. This tendency has been especially marked during the late summer and the autumn months. With a view to investigating these conditions and recommending suitable measures for improving the situation, the Government last July appointed a committee of experts, which has just submitted certain proposals for supporting the Swedish grain market. These proposals include not only measures calculated to bring about a gradual improvement, but also arrangements to come into immediate effect. Among the former are the establishment of granaries and the organization of the grain trade, and, further, Government credits and the purchase of grain each autumn in support of the market. The latter measures have to do with the compulsory admixture of a certain amount of Swedish grain or Swedish flour, in conjunction with the control of flour imports, on such a scale that the home-grown grain will be fully absorbed by the market. The committee intends to submit further recommendations at a later date.

TARIFF CHANGES AND CUSTOMS REGULATIONS

Further Australian Duty Increases

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, December 19, 1929.—Increased Australian import duties were imposed on November 22 last on a wide range of commodities, reference to which has appeared in *Commercial Intelligence Journal* No. 1353 (January 4, 1930). A supplementary schedule has since been tabled in Parliament and became effective on December 12, 1929. It provides for increased rates on many lines of interest to Canadian manufacturers and exporters, principally in the metals and machinery and timber divisions of the tariff. These latest duties, as they apply in the main to Canadian exports to Australia, are appended, the previous rates being given in parentheses for the purpose of comparison:—

Tariff Item		British Preferential	General
80	Onionsper ton (2,240 lbs.)	£8 (£6)	£8 (£6)
178 (B) (new sub-item)	Carburettorseach	£3 (45 p.c.)	£3 (60 p.c.)
179 (B)	Electric fittings, consisting wholly or partly of metal, viz:— switches, fuses, and lightning arresters, n.e.i.ad val.	65 p.c. (35 p.c.)	75 p.c. (50 p.c.)
179 (C)	Regulating, starting, and controlling apparatus, for all electrical purposes, including distributing boards and switchboards, n.e.i.ad val.	65 p.c. (35 p.c.)	75 p.c. (50 p.c.)

Tariff on Bottles in South Africa

Mr. J. L. Mutter, Assistant Trade Commissioner in Cape Town, writes under date December 10, 1929, that under section 3 of the South African Customs Tariff Act, 1925 (Act No. 36 of 1925), as amended, a suspended duty of 20 per cent ad valorem on common bottles of glass of beer and mineral water types imported into the Union is brought into operation as from December 6, 1929. This duty is in addition to the ordinary duty of 5 per cent ad valorem set forth in item 160 (b) of the first schedule of the tariff.

Jamaican Law to Aid Sugar Industry

A law in aid of the sugar industry was assented to in Jamaica on December 20, 1929, which provides that, except where permitted by order of the Governor in Privy Council, not less than 80 per cent of the quantity of sugar manufactured by the vacuum pan process for the crop year 1929-30 by each sugar manufacturer in Jamaica shall be exported or sold for export. No part of this 80 per cent is allowed to be available for local consumption.

Section 4 of the new law provides that:—

Whenever at the date of any sale of sugar for export by a sugar manufacturer the netting price of 96 degrees refining crystals if sold on that date to Halifax would be below £16 per ton f.o.b. Jamaica, the Treasurer shall upon the order of the Governor pay out of the public funds to each sugar manufacturer in the island a sum per ton of his sugar crop manufactured in the sugar year 1929-30 which when added to the netting price on such sale shall bring the total up to £16 per ton: Provided that the sum added shall not exceed £2 per ton.

In order to qualify for payment of this aid the sugar manufacturer must before the passing of the law in question have joined in and accepted an agreement providing for the appointment by sugar manufacturers of Jamaica of a Sugar Manufacturers' Board and for the export of 80 per cent of the 1929-30 sugar crop manufactured by them and thereafter for the export of such proportion of the 1930-31 sugar crop as may be prescribed by the board.

The import of sugar into Jamaica is placed under licence, and power is given the Governor, by order to be published in the *Gazette*, to fix maximum retail prices during 1929-30 and 1930-31.

New German Tariff on Wheat and Rye

Referring to the German tariff changes published in *Commercial Intelligence Journal* No. 1353 (January 4, 1930), pages 11-15, Mr. L. D. Wilgress, Trade Commissioner at Hamburg, cabled on January 15 that the general tariff of Germany on wheat was fixed at 9½ marks per 100 kilograms, and on rye 9 marks per 100 kilograms, effective from January 20, 1930.

Mexican Surcharge Reductions

With reference to the report in *Commercial Intelligence Journal* No. 1351, of December 21, 1929, page 859, respecting tariff changes in Mexico, Mr. C. Noël Wilde writes that the surcharge of 3 per cent of the duty at the port of entry has been reduced to 2 per cent of the duty. Shipments by parcel post are subject to a surcharge of 5 per cent instead of the former 40 per cent.

Chinese Duties Payable in Gold

Mr. L. M. Cosgrave, Canadian Trade Commissioner in Shanghai, cables that, effective February 1, Chinese import duties are to be payable in gold. Where the rates of duty are specific—that is to say, on a quantity basis, this it is stated will mean an increase of approximately 20 per cent in the duty.

MR. J. C. MACGILLIVRAY'S ITINERARY

Mr. J. C. Macgillivray, Canadian Trade Commissioner in Rotterdam, will visit the following cities as under:—

SaskatoonJan. 27
EdmontonJan. 29

Vancouver.Jan. 31 to Feb. 15
Victoria.Feb. 17-18

Canadian firms who desire to interview Mr. Macgillivray are requested, in the case of Vancouver, to communicate with Mr. Hugh Dalton, Secretary, Canadian Manufacturers' Association, and in that of the other cities included in the itinerary, with the Secretary of the Board of Trade or Chamber of Commerce.

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING JANUARY 20

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending January 20, 1930, with the official bank rate. Quotations for the week ending January 13, 1930, are also given for the sake of comparison.

Country	Unit	Parity	Nominal Quotations in Montreal Week ending Jan. 13	Nominal Quotations in Montreal Week ending Jan. 20	Official Bank Rate
Austria	Schilling	.1407	\$.1439	\$.1441	7½
Belgium	Belga	.1390	.1408	.1408	3½
Bulgaria	Lev	.0072	.0073	.0072	10
Czechoslovakia	Krone	.....	.0299	.0299	5
Denmark	Krone	.2680	.2702	.2706	5
Finland	Markka	.0252	.0254	.0254	7
France	Franc	.0392	.0397	.0397	3½
Germany	Reichsmark	.2382	.2411	.2418	6½
Great Britain	Pound	4.8666	4.9151	4.9201	5
Greece	Drachma	.0130	.0131	.0131	9
Holland	Guilder	.4020	.4066	.4066	4
Hungary	Pengo	.1749	.1768	.1770	7½
Italy	Lira	.0526	.0528	.0523	7
Jugo-Slavia	Dinar	.1930	.0179	.0179	6
Norway	Krone	.2680	.2703	.2703	5
Portugal	Escudo	1.0805	.0454	.0455	8
Roumania	Leu	.0060	.0061	.0060	9
Spain	Peseta	.....	.1358	.1316	5½
Sweden	Krona	.2680	.2712	.2715	4½
Switzerland	Franc	.1930	.1956	.1955	3½
United States	Dollar	1.00	1.0103	1.1718	4½
Argentina	Peso (Paper)	.4244	.4091	.4046	..
Brazil	Milreis	.1196	.1161	.1125	..
Chile	Peso	.1217	.1218	.1220	6
Colombia	Peso	.9733	.9774	.9788	9
Mexico	Peso	.4985	.4760	.4801	6-7
Peru	Libra	4.8666	4.0311	4.0367	7
Venezuela	Bolivar	.1930	.1944	.1947	..
Uruguay	Peso	1.0342	.9370	.9434	..
Cuba	Peso	1.0000	1.0100	1.1093	..
Java	Guilder	.4020	.4061	.4065	5½
Shanghai	Tael	.....	.5152	.5109	..
India	Rupee	.3650	.3687	.3692	7
Japan	Yen	.4985	.4970	.4963	5.48
Siam	Baht (Tical)	.4424	.4596	.4603	..
Straits Settlements	Dollar	.5678	.5689	.5690	..
Jamaica	Pound	4.8666	4.9176	4.9136	..
British Guiana . . . . .	\$	..	..	..	..
Barbados	\$	1.0000	1.0125½—1.0229½	1.0159¼—1.033¼	..
Trinidad . . . . .	\$	..	..	..	..
Other British West Indies	\$	1.0000	1.0125½—1.03¼	1.0151¼—1.03¾	..
Martinique	Franc	.0392	.0397	.0397	..
Guadeloupe	Franc	.0392	.0397	.0397	..

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Second Phrase Code.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT KINGSTON, BELLEVILLE, PETERBOROUGH, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.); AND THE MARITIME PROVINCES TRADE COMMISSION, TORONTO.

Canadian exporters should, for follow-up purposes, send a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which it emanated.

Foodstuffs

108. SUGAR.—An Oslo firm of agents wish to represent a Canadian exporter of sugar.

109. POTATOES; ONIONS.—A commission agent in Santo Domingo, R.D., desires to sell potatoes and onions on a commission basis only.

110. LARD.—A commission agent in Santo Domingo, Dominican Republic, desires to sell Canadian lard on a commission basis only.

111. PACKING HOUSE PRODUCTS.—An Oslo firm of agents wish to represent Canadian exporters of packing house products.

112. PACKING HOUSE PRODUCTS.—An Oslo firm of agents wish to represent Canadian exporters of packing house products.

113. DRIED FISH.—A Liverpool firm of importers wish to act as agents for a Canadian shipper of dried fish of all kinds and of codfish.

114. FROZEN FILLETS.—Frozen fillets of haddock, cod, halibut, and large plaice are desired by a Dutch fish importer.

115. BONELESS COD.—A Liverpool firm with considerable experience in the marketing of salt fish wish to represent a Canadian exporter in a position to offer boneless salt cod, packed in 1-pound cartons, under shipper's brand, as agents, on a commission basis.

116. FISH.—A commission agent in Santo Domingo, Dominican Republic, desires to sell Canadian haddock, hake, pollock, smoked bloaters, tinned sardines, and canned chum salmon, on a commission basis only.

117. CANNED SALMON: WHEAT FLOUR.—A firm with numerous branches throughout Chile and Bolivia wish to represent Canadian exporters of these lines.

118. WHEAT FLOUR.—A commission agent in Santo Domingo, Dominican Republic, desires to sell hard wheat flour on a commission basis only.

119. OATMEAL.—A Liverpool firm of importers wish to represent a Canadian exporter of oatmeal in this area on a commission basis.

120 and 121. GRAIN.—Two Oslo firms of agents wish to represent a Canadian exporter of grain.

Miscellaneous

122. CALCIUM CARBIDE; NEWSPRINT PAPER.—A large firm with numerous branches throughout Chile and Bolivia wish to represent Canadian exporters of these lines.

123. PAPERMAKERS' FELTS.—An Oslo firm of agents wish to represent a Canadian exporter of papermakers' felts.

124. **PAPERMAKERS' FELTS.**—Chinese firm with excellent connections desire to get in touch with Canadian manufacturers of felts used in paper-making. Prices and all data should be forwarded direct.

125. **JACKETS FOR CYLINDERS OF PAPER MACHINES.**—Chinese firm with excellent connections desire to get in touch with Canadian manufacturers of jackets for cylinders of paper-making machines. Prices and all data should be forwarded direct.

126. **WIRE CLOTH OR FINE BRONZE SCREENING.**—Chinese firm in Shanghai with excellent connections desire to get in touch with Canadian manufacturers of wire cloth or fine bronze screening for use in the manufacture of paper. Samples and prices direct.

127. **SULPHITE PULP.**—Chinese firm with excellent connections desire to get in touch with Canadian manufacturers of easy-bleaching and bleaching sulphite pulp. Prices and samples direct.

128. **PLYWOOD.**—Firm of timber brokers in Liverpool wish to get in touch with Canadian manufacturers of plywood with a view to representation.

129. **LAUNDRY MACHINERY.**—A North of England firm of laundry engineers are desirous of getting in touch with a Canadian manufacturer of multiple roll ironers with a view to agency.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Halifax

To LIVERPOOL.—Nova Scotia, Feb. 18; Newfoundland, March 8—both Furness Line; Albertic, Jan. 27 and Feb. 24; Norwegian, Feb. 3; Doric, Feb. 10—all White Star Line; Manchester Exporter, Jan. 30; Manchester Citizen, Feb. 13; Manchester Hero, Feb. 27—all Manchester Line; Scythia, Feb. 17; Concordia, Feb. 24; Antonia, March 3—all Cunard Line.

To LONDON.—Napierian, White Star Line, Feb. 3; Alaunia, Jan. 27; Aurania, Feb. 10; Concordia, Feb. 24—all Cunard Line; Vardulia, Anchor-Donaldson, Feb. 17; London Exchange, Jan. 27; Cairngowan, Feb. 6; London Merchant, Feb. 10—all Furness Line.

To MANCHESTER.—Manchester Exporter, Jan. 30; Manchester Brigade, Feb. 8; Manchester Citizen, Feb. 13; Manchester Commerce, Feb. 23; Manchester Hero, Feb. 27—all Manchester Line; Norwegian, White Star Line, Feb. 3.

To HULL.—Cairngowan, Furness Line, Feb. 6.

To GLASGOW.—Kastalia, Feb. 9; Salacia, Feb. 22—both Anchor-Donaldson.

To GOTHENBURG.—Drottningholm, Jan. 27 and Feb. 24; Gripsholm, Feb. 3—both Swedish-American Line.

To BREMEN.—Dresden, Furness Line, March 8.

To St. JOHN'S, Nfld.—Silvia, Jan. 28, Feb. 11 and 25; Rosalind, Feb. 4 and 18—both Furness-Red Cross Line; Farnorth (also calls at North Sydney), Farquhar SS., Jan. 31 and Feb. 14; Sollund (also calls at Newfoundland outports), Newfoundland-Canada SS., Jan. 31, Feb. 14 and 28.

To St. PIERRE-MIQUELON.—Farnorth, Jan. 31, Feb. 14 and 28; Fernfield, Feb. 4 and 18 and March 4; Sambro, Feb. 7, 21, and March 7—all Farquhar SS.; Sollund, Newfoundland-Canada SS. Ltd., Jan. 31, Feb. 12 and 27.

To SOUTH AMERICAN PORTS.—Canadian Traveller, Canadian National, Feb. 20.

To BERMUDA, St. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, St. LUCIA, BARBADOS, St. VINCENT, GRENADA, TRINIDAD and DEMERARA.—Lady Nelson, Feb. 7; Lady Hawkins, Feb. 21; Lady Drake, March 7—all Canadian National; Peter Maersk, Jan. 30; Agnete Maersk, Feb. 13; a steamer, Feb. 27—all Ocean Dominion (do not call at Nevis, Montserrat or Dominica).

To HAMILTON, BERMUDA; NASSAU, BAHAMAS; KINGSTON, JAMAICA; AND BELIZE, BRITISH HONDURAS.—Lady Rodney, Feb. 1 and March 1; Cavellier (does not call at Bermuda or Nassau), Feb. 8 and March 8; Lady Somers, Feb. 15; Cathcart (does not call at Bermuda or Nassau), Feb. 22—all Canadian National.

To PORTO RICO, St. KITTS, ANTIGUA, GUADELOUPE, MARTINIQUE, BARBADOS, TRINIDAD and DEMERARA.—Champlain (also calls at St. Vincent, Grenada and Tobago), Jan. 30; Colborne, Feb. 13; Cornwallis (also calls at St. Vincent, Grenada and Tobago), Feb. 27—all Canadian National.

To SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Ottar (also calls at Montego Bay and other Jamaica outports), Feb. 5 and March 5; Caledonia, Feb. 19—both Pickford & Black.

To AUSTRALIAN PORTS.—Canadian Leader, Feb. 15; Canadian Commander, Feb. 28—both Canadian National.

To NEW ZEALAND PORTS.—Canadian Transporter, Canadian National, Feb. 25.

From St. John

- To AVONMOUTH, CARDIFF AND SWANSEA.—Vardulia, Anchor-Donaldson, Feb. 15.
 To GLASGOW.—Beaverburn, Canadian Pacific, Feb. 21; Kastalia, Feb. 8; Salacia, Feb. 21—both Anchor-Donaldson.
 To BELFAST.—Dunaff Head, Head Line, Feb. 22.
 To HULL.—Cairngowan, Furness Line, Feb. 6.
 To LIVERPOOL.—Montrose, Feb. 1 and 28; Minnedosa, Feb. 7 and March 7; Montcalm, Feb. 14; Beaverburn, Feb. 21—all Canadian Pacific.
 To LONDON.—Beaverbrae, Feb. 7; Beaverford, Feb. 14; Beaverville, Feb. 21; Beaverhill, Feb. 28; Metagama, March 7—all Canadian Pacific; Cairngowan, Furness Line, Feb. 6.
 To MANCHESTER.—Manchester Brigade, Feb. 6; Manchester Commerce, Feb. 21—both Manchester Line.
 To ANTWERP.—Beaverville, Feb. 21; Metagama, March 7—both Canadian Pacific; Brant County, Feb. 6; Laval County, Feb. 28—both County Line.
 To HAMBURG.—Beaverbrae, Feb. 7; Melita, Feb. 20—both Canadian Pacific; Labelle County, Jan. 30; Liguria, Feb. 15; Hada County, Feb. 28—all County-Hamburg American Line.
 To HAVRE.—Brant County, Feb. 10; Laval County, Feb. 28—both County Line.
 To ROTTERDAM.—Grey County, Feb. 5; York County, Feb. 26—both County Line.
 To COPENHAGEN AND BALTIC PORTS.—A steamer, Scandinavian-American Line, Feb. 15.
 To WEST AND SOUTH AFRICAN PORTS.—Cochrane, Elder Dempster Line, Feb. 25.
 To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Lady Nelson, Jan. 30; Lady Hawkins, Feb. 13; Lady Drake, Feb. 27—all Canadian National; Agnete Maersk, Feb. 5; a steamer, Feb. 21—both Ocean Dominion (do not call at Nevis, Montserrat or Dominica).
 To ST. PIERRE-MIQUELON AND ST. JOHN'S, Nfld.—Sollund, Newfoundland-Canada SS. Ltd., Jan. 28 and Feb. 24.

From Vancouver

- To YOKOHAMA, KOBE, SHANGHAI, HONGKONG AND MANILA.—Empress of Canada, Feb. 15; Empress of Russia, March 8—both Canadian Pacific.
 To YOKOHAMA, KOBE, MIKE AND HONGKONG.—Teucer, Jan. 28; Talthybius, Feb. 18—both Blue Funnel.
 To YOKOHAMA, KOBE, OSAKA AND DAIREN.—Paris Maru, Jan. 28; London Maru, (also calls at Taku), Feb. 28—both Osaka Shosen Kaisha.
 To AUCKLAND, WELLINGTON, DUNEDIN AND LYTTELTON.—Golden Coast, Oceanic and Oriental Navigation Co., Feb. 19.
 To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Aorangi, Feb. 6; Niagara, March 6—both Canadian-Australasian Line.
 To WELLINGTON, MELBOURNE AND SYDNEY.—Wairuna, Canadian-Australasian Line, Feb. 24.
 To PAPEETE, AUCKLAND, MELBOURNE AND SYDNEY.—Waiotapu, Canadian-Australasian Line, March 2.
 To SYDNEY, MELBOURNE AND PORT LINCOLN.—Oakworth, Australian B.C. Shipping Co. Ltd., Feb. 1.
 To BRISBANE, SYDNEY, MELBOURNE AND ADELAIDE.—Anten, Transatlantic SS., February.
 To NEW ZEALAND PORTS.—Brookwood, Empire Shipping Co. Ltd., Feb. 15.
 To HAMBURG, BREMEN AND ANTWERP.—Los Angeles, Feb. 7; Oakland, Feb. 28—both Hamburg-American Line.
 To HAVRE, DUNKIRK, ANTWERP AND BORDEAUX.—Texas, French Line, Feb. 4.
 To BARCELONA, MARSEILLES, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Cellina, Feb. 7; Leme, March 4—both Navigazione Libera Triestina.
 To BAHIA BLANCA, BUENOS AIRES, MONTEVIDEO, ROSARIO AND SANTA FÉ.—Villanger, February; Hindanger, March—both Westfal-Larsen.
 To PORT OF SPAIN, TRINIDAD, BRIDGETOWN AND BARBADOS.—Knudsen, Canadian Transport Co. Ltd., Feb. 14.
 To PUERTO COLOMBIA AND TAMPICO.—Point Gorda, Jan. 30; Point San Pablo, Feb. 20 (also calls at Curacao and Kingston); Point Fermin (does not call at Tampico), March 6—all Gulf Pacific Line.

Note.—Firms who desire information concerning ocean mail services may have their names placed on the mailing list of the Post Office Weekly Bulletin by applying to the Post Office Department.

LISTS OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

Copper Bars and Reds Bounty Act.
Electricity and Fluid Exportation Act. Electricity Inspection Act.
Electric Units Act. Gas Inspection Act. Gold and Silver Marking Act.
Grain Act. Hemp Bounty Act. Inland Water Freight Rates Act.
Statistics Act. Weights and Measures Inspection Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents.)
Canada-West Indies Conference (1920). (Price 25 cents.)
Canada-West Indies Conference Report (1925). (Price \$1.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 10 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada \$3.50; single copies, 10 cents.
Czechoslovakia as a Market for Canadian Products (1927). (Price 25 cents.)
Denmark as a Market for Canadian Products (1926). (Price 25 cents.)
French-Canadian Homespun Industry.
Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)
Lumber Market of Japan (1926). (Price 25 cents.)
Markets of British Malaya (1923). (Price 25 cents.)
Markets of Central America (1929). (Price 25 cents.)
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price 25 cents.)
Peru as a Market for Canadian Products (1926). (Price 25 cents.)
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)
Russian Trade (1916). (Price 25 cents.)
Sweden as a Market for Canadian Products (1928). (Price 25 cents.)
Switzerland as a Market (1929). (Price 25 cents.)
Trade of the African Sub-Continent (1928). (Price 25 cents.)
Trade of the New Countries of Southeast Europe (1921). (Price 25 cents.)
Trading Opportunities in Scandinavia (1922). (Price 25 cents.)
Trade Possibilities of the Baltic States (1929). (Price 25 cents.)
Trading with Colombia and Venezuela (1928). (Price 25 cents.)
Trading with Egypt (1921). (Price 25 cents.)
Trading with Greece (1921). (Price 25 cents.)
Trading with Spain (1926). (Price 25 cents.)
West Africa and its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.

Census of Canada.
Census of Prairie Provinces (1916).
Miscellaneous Statistics respecting the following: Criminal: Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures: Vital (annual and monthly).
Monthly Bulletin of Agricultural Statistics.
Sixty Years of Canadian Progress (1927). (Price 10 cents.)
Year Book of Canada.
Report of the Dominion Statistician, Annual.
Trade of Canada (Imports and Exports), Annual and Monthly.
Trade (Internal), including grain, live stock, coal prices, etc.

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Chicago: R. S. O'Meara, Willoughby Tower, 8 S Michigan Avenue. *Cable Address, Canadian*

NOTE.—Bentley's Second Phrase Code is used by Canadian Trade Commissioners.

Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. James Malcolm, M.P.

Deputy Minister: F. C. T. O'Hara

Director, Commercial Intelligence Service: C. H. Payne

Published in English and French. Subscription Price for either edition: \$1 per annum in Canada (single copies 5 cents each); \$3.50 outside the Dominion (single copies 10 cents each). Remittances, which may be made by Post Office or Express Orders, or Drafts, or Cheques, payable at par in Ottawa, should be addressed to the King's Printer, Government Printing Bureau, Ottawa.

Vol. XLII

Ottawa, February 1, 1930

No. 1357

TABLE OF CONTENTS

	Page		Page
Index to Commercial Intelligence Journal	169	North China and Manchuria as a Market—IV	194
Commercial Conditions in Mexico in 1929	169	Brussels International Commercial Fair	196
German Tariff Changes	173	Canadian Participation in Antwerp International Exhibition	197
German Tobacco Industry	177	Steel Shed for Jamaica Government Railway	198
Summary of the Trade of Canada: December, 1929	182	What the Canadian Exporter can do for the Trade Commissioner	198
West of England Trade Notes	183	Assistance that can be given by Canadian Trade Commissioners	200
Market for Lanterns in North of England	184	The Meaning of Rationalization	201
Iron and Steel Situation in Brazil	185	British Merchandise Marks Recommendations	202
Potato Market Conditions in Havana	189	Tariff Changes, etc.	202
Cuban Dried Fish Quotations	190	Foreign Exchange Quotations	203
Czechoslovak Tobacco Industry	191	Trade Inquiries	204
Market for Graphite in France	192	Sailings from Canadian Ports	205
Market for Cheese in Tunisia	192	Commercial Intelligence Service	208
Bonded Warehouses in Switzerland	193		
Samples for the Netherlands	194		

INDEX TO THE COMMERCIAL INTELLIGENCE JOURNAL

The Index to the *Commercial Intelligence Journal* for the six months ended December 31, 1929 (Nos. 1327 to 1352 inclusive), is being sent out with this issue. Canadian manufacturers and exporters are strongly advised to file all numbers of the *Commercial Intelligence Journal* for future reference, and to preserve them, with the index, in bound volumes, or in some other convenient form. Back numbers (with the exception of those which may be out of print), as well as additional copies of the index, may be had free of charge on application to the Department of Trade and Commerce, Ottawa.

COMMERCIAL CONDITIONS IN MEXICO, 1929

C. NOEL WILDE, CANADIAN TRADE COMMISSIONER

Mexico City, January 11, 1930.—The commercial situation in Mexico during the year 1929 is difficult to define with any degree of accuracy. While many lines of business appear to have been prosperous, complaints have been made of slowness of collections, lack of capital, and increased competition on the part of foreign firms, more especially from the United States. Banking has been

prosperous; the automobile industry in general reports a favourable year, and imports of general commodities appear to have maintained their volume. On the other hand, the oil companies are reducing their operations, the mining and textile industries have passed through a period of depression, and the railways still await reorganization. A favourable feature has been the comparative absence of revolutionary activities. Further favourable features are the continuance of the construction of highways, the advances made in aviation, the construction of electric power plants, and the attempt to increase both the agricultural and manufacturing output of the country, by means of tariff adjustments and propaganda.

These features of the commercial situation are dealt with more in detail below:—

PETROLEUM

As has been mentioned in previous reports, the production of oil continues to decrease, and Mexico occupied at the end of 1928 the fourth place as a source of supply; it is possible that at the end of 1929 she may occupy the fifth place. Production in Mexico began in 1901, and increased rapidly until the peak year of 1921, after which a decline took place which still continues. The reasons for this form a subject of acute controversy, it being claimed on the one hand that heavy taxation, and difficulties connected with legislation, render conditions too onerous for the companies to extend their operations; on the other hand, it is stated that certain areas have become exhausted, that the companies desire to conserve new areas for the future, and that the world over-production has led to a decrease in activities. The facts appear to be that there are still, in Mexico, ample supplies awaiting development, but that operations will take place in those other areas (i.e. those other countries) where oil can be extracted at the greatest net profit to the companies, or from which it can be purchased at the lowest price; thus the continued exploitation of Mexican wells must await lower costs and more favourable conditions of work. The actual output of the principal oil-producing countries during the past few years has been as follows (in thousands of barrels):—

	United States	Venezuela	Russia	Persia	Mexico
1922..	556,512	2,201	35,692	22,116	182,278
1923..	746,516	4,201	39,147	25,230	149,585
1924..	719,346	9,042	45,355	32,373	139,678
1925..	760,059	19,687	52,448	35,038	115,515
1926..	766,668	36,911	64,311	35,842	90,421
1927..	906,416	63,134	77,018	39,688	64,121
1928..	901,474	106,000	87,800	42,080	50,150
1929.. . . . .	.....	.....	.....	.....	*42,000

* Estimated.

MINING

The mining industry is reported to be passing through an extremely difficult period, owing principally to the low price of silver; this touched 46 $\frac{3}{8}$ cents per ounce during the latter days of the year, and it is claimed that such a price makes the mining of silver unprofitable except in the case of the richest ores. Complaints are also made of over-regulation of the industry, labour difficulties, and unwillingness of investors to provide money for new operations. The latest official figures of production are for August, 1929, and these show production of all metals to be as follows for the first seven months of the years shown:—

	1929	1928	1927
Gold	Kg. 13,065	14,766	15,126
Silver	Kg. 2,043,270	2,229,805	2,089,003
Lead	Tons 154,455	154,649	156,048
Copper	Tons 52,045	39,165	38,604
Zinc	Tons 94,904	103,930	78,904
Mercury	Kg. 51,445	54,181	62,888
Antimony	Tons 1,708	2,140	1,088
Arsenic	Tons 6,162	5,700	5,880
Cadmium	Tons 243	192	....
Tin	Kg. 4,853	1,881	....
Graphite	Tons 4,253	4,017	5,163
Coal	Tons 707,145	686,498	682,027

The reduction in the price of silver is attributed to the possibility of China ceasing to be a large buyer of the metal, owing to the recommendations of the Kammerer financial commission, and also to the gradual demonetization of silver in India. In this connection, it is interesting to note that the purchases of silver by the latter country during the past few years have averaged about a hundred million troy ounces per annum, or about 3,100,000 kg., which is approximately the total annual production of Mexico. The actual figures are as follows (in troy ounces): 1926, 129,112,327; 1927, 100,605,870; 1928, 74,250,894. It will be observed that these purchases are on a rapidly decreasing scale. In addition, China has purchased an average of 70 million troy ounces, or 2,176,000 kg. per annum, equal to two-thirds the annual production of Mexico; and Mexico produces nearly 40 per cent of the world's annual supply of this metal.

TEXTILE TRADE

The cotton trade suffered during the year from great depression. In Puebla (which is known as the "Manchester of Mexico" on account of the large number of mills in the district) the hours of labour were reduced, one turn of work being entirely dispensed with since March. Even with these reduced hours, the mills were unable to dispose of their whole production, and consequently stocks of manufactured goods were greatly increased; in many cases, yarns have been sold below cost to meet running expenses. Five mills closed down in the course of the year, and two mills have been entirely reconstructed—in both cases with English machinery. In spite of high protective duties, the most efficient mills have found it difficult to make a profit on account of the competition of artificial silk goods, and difficulties with labour. The one linen mill in the country has been working on short time owing to the demand for linen goods having fallen off very appreciably; this is also due to the inroads of artificial silk, and partly to the high cost of raw materials. The woollen industry has also been depressed. On the other hand, the two jute factories in Mexico have been well employed, their products having been in good demand at remunerative prices owing to the increase in protective duties which was granted during the latter part of 1928.

AGRICULTURE

Many of the crops suffered during 1929 from drought in certain parts of the country, from floods, and at a later period from cold. As a result, it is estimated that the corn crop will be more than 30 per cent below the average for the past four years, and that beans will be nearly 50 per cent below the annual average. The estimated production for the year 1929 of some of the most important crops are as follows:—

	Tons	Per Cent of 1928
Beans	103,111	58
Maize	1,543,843	71
Cotton	51,048	84
Chick peas	66,388	117
Wheat	314,577	105
Tomatoes	92,450	104

Efforts are being made to increase the production of agricultural commodities by means of the Bank of Agricultural Credit, which makes loans to "small holders" and assists their operations by means of education and propaganda. The Department of Agriculture is also making efficient efforts to improve the condition of agriculture by means of experimental stations, and the dissemination of information throughout the country in regard to improved varieties of seeds, sources of supply, and methods of cultivation. The average production per acre of the most important crops is considerably below that of other countries: for instance, the average crop of wheat in Canada is 1,280 kilograms per hectare (19 bushels per acre), compared with Mexico's 292 kilograms per hectare (4.14 bushels per acre). Corn produces 630 kilograms per hectare in Mexico, less than 20 per cent of that in Canada.

HIGHWAY CONSTRUCTION

A highly favourable indication of progress in Mexico has been the continuation of the construction, under Government auspices, of first-class highways suitable for automobile traffic. This is a development of the last few years, and has led to the opening up of districts which were previously inaccessible, or only accessible at the expense of considerable time and effort. At present roads of a quality comparable with those in other countries extend from Mexico City to Pachuca, to Acapulco, (on the West Coast), to Puebla, and to Toluca. A similar highway is in course of construction from the international border at Laredo, via Monterrey, to Mexico City, and it is intended in the future to extend this in a southerly direction to Oaxaca and to the Guatemalan border. Preliminary surveys have been made for a highway from Mexico City to Vera Cruz, and a certain amount of construction has been done. Arrangements are being made to build a similar road from Mexico City to Guadalajara, and the road to Acapulco was improved during the year, grades and sharp curves being eased off where necessary.

AVIATION

Another means of transportation which is developing rapidly in Mexico is aviation. There appears to be little doubt that Mexico is becoming "air-minded"; the saving of time, and the facilities offered in comparison with other means of travel on routes that have hitherto been slow and difficult, point to a constantly increasing adoption of the air service by travellers who can afford it. At present there are four companies engaged in the business, the principal one being the Cia. Mexicana de Aviacion, which has lines from Brownville to Tampico and Mexico City, from Vera Cruz to Merida, a daily service between Tampico, Tuxpan and Vera Cruz, and a tri-weekly service between Vera Cruz and Guatemala; these connect with the Pan-American airway routes in the United States and South America. Other routes, operated by other companies, are from Los Angeles to Mexico City via the West Coast, a similar route through the central area, El Paso to Mexico City, Brownsville to Mazatlan, and others of minor importance.

LABOUR

The outstanding feature of the year has centred round the discussion of the new Labour Law, which is designed to improve the position of the working classes in Mexico. At the time of writing, the law has not come into force, and it is improbable that it will do so without modification. Protests have been made against its provisions by the leading employers of labour, including officials of railways, electric power, oil and mining companies, these protests being based upon the claim that the law will prevent the extension of their operations, and the entry of further capital into the country. The particular points at issue are connected with the formation of workmen's committees for the regulation

of the relations between employers and employed, which it is claimed will entail endless discussion on minor points of management and consequent delay in the adjustment of disputes; provisions in regard to workmen receiving a share in the profits of industrial concerns, which will involve detailed investigation of their financial position; the provision of sanitary dwellings, which are to be rented to employees at a maximum rate equal to 6 per cent of their cost; increased accident insurance; responsibility of employers for dues to trades unions by means of payroll deductions; and other provisions which, it is claimed, impose an unnecessary burden on industry without corresponding benefit to labour. It is probable that the situation will be clarified during 1930, and until this is done there is a tendency to defer action in the establishment of new industries which will necessitate the employment of labour on a large scale.

TARIFF

During the year a new tariff of customs duties was drawn up, and brought into operation on January 1, 1930. The revised duties absorbed certain surcharges of which particulars appeared in *Commercial Intelligence Journal* No. 1351 (December 21, 1929, page 859), and No. 1356 (January 25, 1930, pages 159 and 162). As a general rule, it may be said that the total duties have not been increased, the object of the Tariff Commission being merely so to adjust the rates as to absorb the charges referred to.

FINANCE

The "budget" for the year 1930 provides for receipts of 293,806,950 pesos (\$146,903,475), as compared with the equivalent of \$144,214,800 in 1929. A comparison of the estimated expenditure with that for the previous year shows an increase of \$2,500,000 (Canadian currency). The particular points of interest in the budget are a reduction of some \$2,500,000 in the estimates for the War Department, and an increase in the vote for education of approximately the same amount. While no payment was made for the service of the foreign debt during 1929 owing to the outbreak of revolutionary activities, efforts are being made to this end, and a sum equal to \$13,000,000 has been set aside for this purpose during 1930.

EXCHANGE

The course of exchange on New York during the year has varied between a maximum of 2.094 in the middle of May to a minimum of 2.048 in the middle of August (pesos to the dollar, par being 2.006 or 49.85 cents to the peso). At the close of the year it was 2.084. These fluctuations are very small, and as far as they can be taken as a guide to the stability of the country, must be considered as highly favourable.

GERMAN TARIFF CHANGES

L. D. WILGRESS, CANADIAN TRADE COMMISSIONER

[1 reichsmark (R.M.) equals \$0.238; 100 kilograms (kg.) equals 220 pounds]

Hamburg, January 2, 1930.—A review of proposed German tariff changes was published in *Commercial Intelligence Journal* No. 1353 (January 4). The final bill as passed by the Reichstag and ratified by the Reichsrat embodies most of these changes, but modifies the proposals with respect to the increased duties on grain.

The law regarding tariff changes was signed on December 22, 1929, and was published in the *Reichsgesetzblatt* of December 28, 1929. With the exception of a few specified tariff changes, the law came into force on December 31, 1929. The effect of the law is to continue in force indefinitely, with some altera-

tions, the tariff changes embodied in the law of August 17, 1925, which had been due to expire on December 31, 1929. The most important alterations in duties contained in the new law are the increases in the duties on grain, flour, and cattle, and also the increased duties on boots and shoes and aluminium.

NEW DUTIES ON WHEAT AND RYE

The present German general duties on wheat and rye are R.M.7.50 and R.M.7 per 100 kg. respectively.* Conventional duties of R.M.6.50 and R.M.6 respectively are provided for in a treaty with Sweden and apply to the products of all countries having most-favoured-nation agreements with Germany. In accordance with a new agreement with Sweden, awaiting ratification, these conventional duties are to be cancelled. It is expected that the new agreement with Sweden will come into force on or before February 15, 1930, when the general duties will apply to the products of all countries.

The new tariff law continues the general duties on wheat and rye in force, but a new provision is added in the form of notes appended to the tariff items in question. In the case of wheat and spelt (tariff item No. 2) the note reads as follows:—

If the development of the wheat price requires it, the Government has to reduce the customs duty on wheat and spelt down to the amount of R.M.3.50 per 100 kg. or increase the duty up to the amount of R.M.9.50 per 100 kg. For this purpose a price of R.M.260 per metric ton is to rule as the average price. The necessity of a change of the customs duty is to be examined at the latest after the expiration of a period of four months; the first examination ensues on the basis of the development of average prices from September 1 to December 31, 1929.

A further note provides that the decision regarding price developments is to be based on the mean quotations for prompt delivery on the Berlin, Breslau, and Magdeburg exchanges.

A similarly worded note is appended to the tariff item (No. 1) applicable to rye, except that R.M.3 to R.M.9 is given as the range between which the duty can be reduced or increased and R.M.230 per metric ton is to be the standard price in the case of rye. The quotations on the Berlin, Breslau, and Königsberg exchanges will govern the changes in the rye duty.

Until the new agreement with Sweden comes into force, the above provisions will only affect wheat and rye from countries which have no trade treaty with Germany—e.g. Canada and Australia. It is not yet certain when the first changes in the general duties on wheat and rye will come into force, since the Government have first of all to examine the price developments during the past four months and determine what rates of duty are necessary. Since September 1 last the quotations for wheat and rye on the Berlin exchange have been consistently below the standard prices given above.

NEW DUTY ON FLOUR

The new tariff law contains the following provision with respect to tariff item No. 162, applicable to flour:—

In tariff item No. 162 is

(a) the customs duty "14.50" for flour, even roasted or baked, of grain with the exception of oats and barley to be changed into "1½ of the customs duty on wheat plus R.M.4.25."

(b) *Note.*—The present customs duty of R.M.14.50 remains in force so long as there is a conventional duty for wheat of R.M.6.50 per 100 kg.

According to the above, the present duty on flour of R.M.14.50 will remain in force until the new agreement with Sweden becomes effective, after which the duty will be one-and-a-half times the duty on wheat plus a protection for the German milling industry of R.M.4.25. With the maximum duty on wheat

* Mr. Wilgress cabled on January 15 that the general tariff on wheat was fixed at R.M. 9.50 per 100 kg. and on rye R.M. 9 per 100 kg. effective from January 20, 1930.

fixed at R.M.9.50, the maximum duty which can be applicable to flour will be R.M.18.50 per 100 kg. When the present general duty on wheat of R.M.7.50 will be effective, the flour duty will be R.M.15.50 or R.M.1 more than the present flour duty.

NEW DUTIES ON BARLEY AND OATS

The new tariff law increases the general duty on industrial barley from R.M.7 to R.M.9 per 100 kg. The treaty with Sweden provided for a conventional duty on barley of R.M.5, which will be cancelled when the new agreement with Sweden goes into effect.

On feeding barley imported under customs control the new tariff law provides that the duty will be R.M.5 per 100 kg. up to December 31, 1930, after which the former duty of R.M.2 will again apply. The original proposal to only allot feeding barley imported at the R.M.5 duty to hog raisers taking designated supplies of rye has been abandoned.

The duty on oats is increased by the new tariff law from R.M.7 to R.M.8 per 100 kg.

DUTY VALUE OF IMPORT CERTIFICATES

The new regulation of the duties on wheat and rye has rendered necessary a change in the determination of the duty value of duty-free import certificates granted to German exporters of grain, flour, and certain other agricultural products. The new tariff law provides that the duty value of import certificates for exported wheat will be R.M.6.50 per 100 kg., so long as the customs duty is not below this figure. In the latter case the duty value will correspond to the lowest duty applicable to wheat. In a similar manner the duty value of import certificates for exported rye will be R.M.6, so long as the customs duty is not less than R.M.6. The Government will have the right to draw up conditions governing the granting of import certificates for rye. The duty value of import certificates for exported oats is fixed at R.M.6. Import certificates with a duty value of R.M.6.50 per 100 kg. will be granted to exporters of barley having a hectolitre weight of more than 67 kg. up to the total quantity of 50,000 metric tons per calendar year, but these certificates may not be used for the payment of duty on feeding barley imported at the reduced duty. It will be noted that in the case of the above products the duty value of the import certificates will generally be less than the corresponding customs duty on the product in question. Hitherto the duty value of the import certificates has been the same as the customs duty.

BOUNTY ON RYE

Article 4 of the new tariff law gives the Government authority to grant a bounty on specially designated rye to be used for fodder purposes. This is the outcome of the original proposal to allot 20,000,000 reichsmarks from State funds in order to stimulate the use of rye for fodder and in this manner stabilize prices. Specially designated rye was to be made available to hog raisers at a cheap price, and as an extra inducement the securing of feeding barley imported at the lower duty was to be made provisional upon hog raisers taking certain proportions of the cheap rye. This proposal was abandoned and in its place Article 4 was inserted in the tariff law, but the necessary funds for the bounties on fodder rye have not yet been made available.

INCREASED DUTIES ON CATTLE

Article 3 of the new tariff law provides for minimum duties on live stock and meat, below which conventional duties cannot be fixed in trade treaties with other countries. The tariff changes provided for in the law also increase the general duties on certain of these products. The following table shows the

new minimum and general duties on live stock and meats as compared with the conventional and general rates of duty hitherto in force:—

Tariff Item No.	Classification	New Minimum Duty	New General Duty	Former Conventional Duty	Former General Duty
			Reichsmarks per 100 kg.		
ex 103	Cattle for slaughter purposes per 100 kg. live weight	24.50	27.00	16.00	18.00
104	Sheep for slaughter purposes per 100 kg. live weight	22.50	22.50	16.00	18.00
106	Hogs for slaughter purposes per 100 kg. live weight	16.00	18.00	16.00	18.00
ex 108	Meat from cattle and sheep, fresh, also frozen, with exception of entrails	45.00	45.00	37.50	45.00
	Meat from hogs, fresh, also frozen, with exception of entrails, heads and feet	32.00	45.00	32.00	45.00

With respect to tariff item No. 106 applicable to live hogs, the new tariff law provides that when the price for class C hogs on the Berlin market for two weeks is on the average under R.M.70 per 100 kg. live weight, the customs duty on live hogs will be increased by 50 per cent until the above price is attained for a period of two weeks. Similarly a deduction of 50 per cent in the duty will take place when the price exceeds R.M.85. The effect of these provisions must not be annulled by any conventions concluded with other countries, and when the increased duty on live hogs is in effect the general duty of R.M.45 on fresh and frozen pork is to apply.

The conventional duties given in the above table are all provided for in the trade treaty with Sweden, but the new agreement with that country, now awaiting ratification, cancels these conventional duties. In their place is foreseen a conventional duty on live cattle of R.M.24.50 and on live sheep of R.M.22.50 per 100 kg. Other conventional duties foreseen in the new agreement apply to animal livers, fresh not frozen, for which the duty will be R.M.16, and to feet and heads of hogs, tongues, hearts, kidneys, diaphragms, spleen, lungs, windpipes of animals, except poultry, for which the duty will be R.M.18. Hitherto the conventional duty on these products has been R.M.21 per 100 kg.

INCREASED DUTY ON BUTTER

The new tariff law provides that up to December 31, 1933, no conventional duty on butter under R.M.50 per 100 kg. will be fixed in trade treaties with other countries. From January 1, 1934, to December 31, 1935, the minimum duty on butter will be R.M.40 and from January 1, 1936, R.M.30 per 100 kg. The law regarding tariff changes of June 3, 1929, increased the general duty on butter from R.M.30 to R.M.50, but this increase had little practical effect as a lower conventional duty of R.M.27.50 was fixed in a treaty with Finland. A new supplementary agreement with Finland was signed on November 25, 1929, providing for new conventional duties on butter corresponding to the minimum duties specified above, and this agreement will come into force ten days after the exchange of ratifications.

INCREASED DUTY ON HONEY

The new tariff law provides for an increase in the customs duty on honey under tariff item No. 140 from R.M.40 per 100 kg. net to R.M.65 per 100 kg. gross.

OTHER CHANGES IN AGRICULTURAL DUTIES

Other changes in the duties on agricultural products embodied in the new tariff law include the cancellation of the reduced duty on dari for feeding purposes imported under customs control, the increase in the duty on malt, the reduction in the duty on unpolished rice, and an increase in the duty on fresh pineapples, cooked without sugar, in receptacles of less than 3 kg.

CHANGES IN INDUSTRIAL DUTIES

The law regarding tariff changes of December 22, 1929, in addition to the changes in the agricultural duties already mentioned, also provides for a great many changes in the duties on industrial products. The appendix to the law contains altogether 151 items of changes in classification or duties. Most of the changes relate to decreases in duty introduced in accordance with the general movement for the reduction of tariffs. Although these decreases in duty are fairly numerous, the character of the tariff items affected are such that their influence on trade is likely to be relatively unimportant.

The most important increases in the duties on industrial products are those relating to boots and shoes and aluminium. Under tariff item No. 556 the duty on boots and shoes of leather weighing over 600 grams up to 1,200 grams per pair is increased from R.M.120 to R.M.280 per 100 kg. The duty on boots and shoes of leather weighing 600 grams or less per pair is increased from R.M.180 to R.M.420 per 100 kg. Upper parts of leather shoes, irrespective of weight, are also made subject to the higher of the two duties. A note to the tariff item provides that from January 1, 1935, the previous duties of R.M.120 and R.M.180 respectively will again come into force. The increased duties should have a restrictive effect on German importations of boots and shoes from Czechoslovakia.

The increased duties on aluminium and aluminum products are in connection with the pending removal of the present import restriction on raw aluminium. The following duties are to be imposed under tariff items Nos. 844 and 845:—

	Reichsmarks per 100 Kg.
844 Aluminium in raw condition (in blocks, bars, pigs, grains), also moulded in sheets	25.00
Aluminium waste—	
Waste from paper-like thin rolled or hammered leaves	Free
Shavings	12.00
Other	20.00
845 Aluminium wrought, rolled, pressed or drawn in rods, sheets, slabs or such like, also cast pieces in unworked condition	37.00

Hitherto raw aluminium has been duty free, and aluminium, rolled or wrought, in rods, sheets, slabs, etc., and cast pieces in unworked condition have been subject to a duty of R.M.12 per 100 kg. Increases are also provided by the tariff law in the duties on aluminum wire. The increased duties on aluminum and aluminum products do not come into force with the tariff law, but on a date to be determined by the Minister of Finance.

According to Article 5 of the new tariff law the Minister of Finance is authorized to admit duty free under customs control dutiable waste and scrap, which are to be used for the extraction of metals and alloys.

GERMAN TOBACCO INDUSTRY

L. D. WILGESS, CANADIAN TRADE COMMISSIONER

Hamburg, January 2, 1930.—In 1928, 242,000,000 pounds of raw tobacco of a total value of \$63,000,000 were imported into Germany. Added to the yield of home-grown tobacco of around 44,000,000 pounds, this makes a total annual consumption of 286,000,000 pounds, or 4.5 pounds per head of population as compared with 3.4 pounds before the war. It is estimated that the German people each year smoke per capita 500 cigarettes, 100 cigars, and 1.3 pounds of smoking tobacco.

Last year there was some falling off in the imports of raw tobacco into Germany as compared with 1928. Thus in the first nine months of 1929 a total

of 168,300,000 pounds has been imported as against 182,800,000 pounds in the same period of 1928.

The outstanding feature of the German tobacco industry as compared with the pre-war period is the great increase in the production and consumption of cigarettes. In the year ending March, 1928, nearly 32,000 million cigarettes were produced in Germany as against a pre-war output of around 13,000 million. On the other hand, the production of nearly 7,000 million cigars in the year ending March, 1928, compares with a pre-war output of around 8,000 million. The increase in cigarette production has brought about a correspondingly marked increase in the importations of Oriental and Balkan tobaccos.

DOMESTIC PRODUCTION

About one-fifth of the total German consumption is derived from home-grown tobacco. The chief producing districts are in the State of Baden and the Palatinate in Southwest Germany, where four-fifths of the planters are located. In the crop year from July 1, 1928, to June 30, 1929, a total of 24,582 acres was cultivated with tobacco by 66,924 planters. The total yield amounted to 51,838,600 pounds valued at \$4,843,000, as compared with 43,920,800 pounds valued at \$5,365,000 in the previous year.

The German domestic tobacco is chiefly used for the manufacture of low-grade cigars and cheap pipe tobaccos. A 50-per cent reduction in excise tax is granted on tobacco products containing 50 per cent or more of German tobacco, and this provision has encouraged the use of the home-grown product.

IMPORTED TOBACCOS

About one-third of the raw tobacco imported into Germany comes from the Dutch East Indies, and another third from Southeast Europe and Turkey. Before the war Brazil was the second largest supplier of tobacco to Germany, but the imports from this source have declined. Altogether over one-quarter of the total importation now comes from North and South America, Brazil, the United States, and the Dominican Republic being the chief suppliers. The following table shows the quantities of raw tobacco imported into Germany from the principal sources of supply during the first nine months of this year:—

	January to September, 1929 Lbs.
Dutch East Indies	54,489,000
Greece	29,092,000
Turkey	19,008,000
United States	16,854,000
Brazil	15,173,000
Bulgaria	13,022,000
Dominican Republic	10,365,000
Russia	2,668,000
Cuba	1,788,000
Other countries	5,841,000
Total	168,300,000

The imports from the Dutch East Indies are used mostly for the manufacture of cigars—Java fillers and Sumatra wrappers. The other cigar tobaccos are imported from Brazil, the Dominican Republic, Colombia, Havana, and Cuba, with small quantities from Mexico and Paraguay.

Tobacco for the manufacture of cigarettes is chiefly the "Oriental" tobacco, imported from Greece, Turkey, Bulgaria, Russia, and Algeria. Only a small quantity of tobacco from the United States is used for cigarette manufacture, and still less from Rhodesia and Nyasaland, the demand in Germany for the "Virginia" type of cigarettes being very limited.

Tobacco from the United States is principally used for the manufacture of pipe tobaccos. Other countries supplying tobacco for this purpose are Java and China, the latter sending a very light tobacco which is used for colouring.

Kentucky tobacco and Brazil mangotes are chiefly used for the manufacture of chewing and snuff tobaccos.

The wholesale trade in imported raw tobacco is principally centred in Hamburg, Bremen, and Dresden, while Mannheim is the leading centre for the trade in domestic tobacco. According to the latest figures, there are 616 wholesale firms dealing in raw tobacco.

TOBACCO-MANUFACTURING INDUSTRY

In the German tobacco industry there is a great contrast between the manufacture of cigarettes and the production of cigars and smoking tobacco. The former is largely concentrated in large factories with machine production, while cigars and smoking tobacco are made in a great number of small plants and hand labour accounts for the bulk of the output.

According to the latest figures, there were 12,503 tobacco manufacturing establishments in Germany, but 10,668 of these were small undertakings providing employment for ten persons or less. Only 2,102 establishments were worked partly or entirely by machinery. There were 63 factories employing more than 500 workers. The following table covering the year 1927 clearly indicates the distribution of the manufacturing establishments among the different branches of production:—

	Establishments Annually using Less than 264,000 Lbs. of Raw Tobacco		Large Establishments Annually using Over 264,000 Lbs. of Raw Tobacco	
	Total Consumption of Raw Tobacco		Total Consumption of Raw Tobacco	
	No.	Lbs.	No.	Lbs.
Cigar factories solely	6,550	48,620,000	51	29,700,000
Mixed cigar and smoking tobacco factories	4,585	32,120,000	34	19,580,000
Cigarette factories	254	3,960,000	33	63,360,000

The above table shows that while the production of cigars and smoking tobacco is spread among a large number of mostly small and medium-sized establishments, the manufacture of cigarettes is carried on in a few large works.

The city of Dresden is the chief centre of the cigarette industry, accounting for more than a quarter of the total output. Berlin is the next most important centre, followed by Hamburg-Altona, Cologne, and Munich. The only other cities that come into question for the cigarette industry are Hanover, Breslau, and Stuttgart. Two large concerns, the Reemtsma A.-G. of Altona and the Haus Neuerburg A.-G. of Cologne, now control with their subsidiary factories over 75 per cent of the total German production of cigarettes. In 1928 this production amounted to a total of 31,600 million cigarettes with a total retail value of \$365,000,000.

In recent years there has been a distinct tendency towards an increased sale of the five-pfennig cigarette at the expense of the cheaper makes. The former now accounts for 55 per cent of the total consumption as against less than a fifth in 1924. The new tax law introduced in 1925 is said to be partly responsible for this tendency.

The cigar industry is comprised of a great number of factories scattered all over Germany, but the chief centres of production are in the State of Baden and in the Province of Westphalia. Nearly a third of the output of cigars originates in the State of Baden, which is also the chief tobacco-growing district. In 1928 a total of 6,600 million cigars was manufactured in Germany, with a retail value of \$217,740,000.

Smoking tobacco is manufactured in mixed cigar and tobacco factories using both machinery and hand labour. The total production of smoking tobacco in 1928 amounted to 82,720,000 pounds, with a retail value of \$55,-450,000. The chief centres of production are Bremen, Düsseldorf, Westphalia, and the State of Baden, with Lübeck and Hamburg-Altona as secondary centres.

Snuff tobacco is principally manufactured in Bavaria, the total German output amounting to around 5,000,000 pounds a year. Nordhausen is the chief centre for the manufacture of chewing tobacco, of which about 250 million pieces are produced annually.

The total retail value of the tobacco products manufactured in Germany during 1928 amounted to \$650,833,000. The excise taxes on these products totalled \$116,166,000, of which nearly 66 per cent was contributed by the cigarette manufacturers. The present German tax law bears more heavily on cigarette production than on the other branches of the industry. Thus it is estimated that the burden of excise and customs duties on one pound of cigarette tobacco works out at \$1.95 as against around 48 cents on cigar tobacco and 22 cents on pipe tobacco.

DEVELOPMENTS DURING 1929

The relatively heavier tax burden on the manufacture of cigarettes than on the other tobacco products is said to have contributed to the concentration of cigarette production in a few hands and to the continued existence of a great number of small producers of cigars and pipe tobacco. During the year 1929 there was a further tendency towards concentration in the cigarette industry.

The outstanding feature of the German cigarette industry during recent years has been the rapid growth of the concern Reemtsma A.-G. of Altona, through the absorption of a number of independent producers. Previous to this year the concern had secured control of the cigarette manufacturing firms Josetti, Manoli, Jasmatzi A.-G., Adler, Delta, Sulima, Constantin, and Yenidze. Last spring a further marked accession of productive capacity resulted when the Reemtsma concern took over the Massary company, Berlin, with a monthly production of 120 million cigarettes; Eckstein Söhne, Dresden, with a monthly output of 100 million; the Bulgaria company, Dresden, with a monthly production of 60 million cigarettes; the Problem company, Dresden; and Jasmatzi Söhne, Dresden. The Reemtsma concern is further carrying out the liquidation of the Waldorf-Astoria A.-G. of Stuttgart.

The other dominating factor in the German cigarette industry is the Haus Neuerburg A.-G. of Cologne, but, unlike the Reemtsma concern, this company only controls one subsidiary, the G. Zuban A.-G. of Munich. The Reemtsma and Neuerburg concerns for some time past have been working in friendly agreement. Together they now control over three-fourths of the German production of cigarettes, but the output of the Reemtsma concern is more than double that of the Neuerburg company.

The principal independent cigarette producers remaining outside of the two concerns are the firms Greiling, Muratti, Garbaty, Batschari, Halpaus, Haus Bergmann, Nestor Gianacis, Kyriazi Frères and Abdulla. Several of these independent companies specialize in the manufacture of the more expensive grades of cigarettes. These do not conflict with the products of the Reemtsma concern, which chiefly confines its activities to the production of grades for the masses, such as the 5- and 6-pfennig cigarettes.

The basic cause of the phenomenal growth of the Reemtsma concern has been the keen competition in the cigarette industry. This has taken the form of successive increases in the discounts granted to dealers. One effect of this struggle has been an increase in the number of cigarette dealers from a total of 380,000 for the whole of Germany in 1924 to 580,000 at the end of 1928. In this struggle the Reemtsma and Neuerburg concerns have worked in friendly

agreement regarding terms of sale. Last January they increased their discounts to dealers to the level of those granted by the independent manufacturers. This price-cutting coincided with a marked increase in the cost of raw material due to the poor crops of Oriental tobacco. On April 6, 1929, largely on the initiative of the Reemtsma company, an agreement was reached with the independent producers to end the price war and to fix the discounts to wholesalers and retailers. A special company has been formed to carry out the terms of the agreement.

It is significant that the Reemtsma concern in most cases have been approached by the firms which they have absorbed. Owing to financial necessities these firms on their own initiative have disposed of their assets to the larger concern. This was particularly the case with the firms acquired last spring since the price war, the general depression of business, and the increased cost of raw tobacco had precluded the continued independent existence of the firms concerned. The Reemtsma company are in a particularly favourable position for the securing of raw material, as they have their own buying organization in the countries producing Oriental tobaccos. In spite of the unfavourable factors so seriously affecting the business of the other companies, the Reemtsma company last spring declared a dividend unchanged at the rate of 10 per cent.

The general depression of business in Germany is having its effect on the consumption of tobacco products. The statistics of cigarette production for the first nine months of 1929 show a very slight increase as compared with the same period of 1928, but trade reports indicate a slowing down of production in September and October. The most interesting recent announcement in the cigarette branch concerns the plan of the British American Tobacco Company to manufacture cigarettes out of Virginia tobacco in a plant at Altona, a company known as the Melkonias G.m.b.H. being organized for this purpose.

In the cigar branch the position is reported as very unsatisfactory. The general economic situation has resulted in a marked decline in consumption. The expected improvement of business in the autumn has not taken place, and the factories have been accumulating fairly large stocks, which are not likely to be cleared off before the beginning of the present year. The statistics show that the tendency in Germany is for increased consumption of the cheaper makes of cigars, particularly of the 10-pfennig cigar. The average retail price of the cigars sold is now around 14 pfennigs.

There has been considerable discussion in the press this year regarding changes in the tobacco law tax. The question of a tobacco monopoly also came prominently before the public through proposals made by a leading German economist. These proposals tended to show that tobacco products could be made to yield additional revenue to the State. A revision of the tobacco taxes to yield \$50,000,000 additional revenue without the introduction of a monopoly is now being considered. Of this additional revenue three-fourths is attributed to the cigarette branch, any increase in the taxes on cigars being considered impossible in view of the precarious economic position of the small cigar manufacturers.

OPENINGS FOR CANADIAN TOBACCO

A report on the German market for Canadian tobacco was published on page 605 of *Commercial Intelligence Journal* No. 1316 (April 20, 1929). In this report it was indicated that there might be an opportunity for the sale to Germany of Canadian Burley and flue-cured tobaccos to be utilized in the manufacture of pipe tobacco. Interested Canadian exporters were urged to send small consignments of the various types available to the office of the Canadian Trade Commissioner at Hamburg, so that importers could be given some idea of the qualities of the tobaccos produced in Canada.

SUMMARY OF THE TRADE OF CANADA: MONTH, NINE MONTHS, AND TWELVE MONTHS ENDING DECEMBER 1929

(Compiled by External Trade Branch, Dominion Bureau of Statistics)

Main Groups	Month of December, 1929			Nine Months ending December, 1929			Twelve Months ending December, 1929		
	Total Imports	From United Kingdom		Total Imports	From United Kingdom		Total Imports	From United Kingdom	
	\$	\$	\$	\$	\$	\$	\$	\$	\$
<i>Imports for Consumption</i>									
Agricultural and Vegetable Products.....	18,399,463	5,377,937	7,153,904	18,399,463	40,227,214	76,067,807	222,826,038	51,805,444	203,434,545
Animals and Animal Products.....	6,003,377	504,181	2,220,183	6,003,377	3,345,349	27,221,588	70,059,631	5,507,240	38,583,395
Fibres, Textiles and Textile Products.....	11,599,635	4,095,123	5,363,108	21,599,635	51,112,850	53,168,851	191,924,848	72,193,260	79,095,049
Wood, Wood Products and Paper.....	4,325,948	365,623	3,756,541	4,325,948	2,236,517	39,932,465	62,020,251	5,224,397	33,594,914
Iron and its Products.....	16,287,786	1,450,442	14,185,115	16,287,786	17,551,001	221,477,830	342,480,427	22,272,090	309,421,260
Non-Ferrous Metals and their Products.....	6,298,058	539,043	5,101,156	6,298,058	5,653,700	57,983,158	91,685,374	7,103,019	76,757,624
Non-Metallic Minerals and their Products.....	13,283,790	972,738	10,907,556	14,500,792	11,279,916	118,179,875	185,921,799	13,207,944	149,531,947
Chemicals and Allied Products.....	2,612,113	388,172	1,774,203	3,371,799	4,503,013	20,815,580	40,131,178	5,502,453	27,403,857
Miscellaneous Commodities.....	5,554,985	832,759	4,102,622	59,753,332	8,951,009	42,735,973	75,108,196	10,953,651	54,181,094
Total Imports, 1929.....	84,365,155	14,506,018	54,504,448	969,063,518	147,700,569	657,873,130	2,208,992,692	194,776,008	893,606,085
1928.....	94,620,925	16,387,087	63,754,583	936,349,917	146,965,882	632,278,674	1,222,317,916	190,756,736	525,651,349
1927.....	83,262,695	15,946,398	53,249,490	822,988,467	142,644,970	525,523,395	1,087,117,930	182,620,421	706,083,861
<i>Exports (Canadian Produce)</i>									
Agricultural and Vegetable Products.....	33,468,150	17,742,591	4,485,836	319,568,556	161,542,881	39,393,085	429,800,625	194,011,218	51,279,147
Animals and Animal Products.....	9,496,689	2,039,695	3,912,719	108,111,394	33,917,997	54,751,087	140,829,265	40,684,226	74,023,651
Fibres, Textiles and Textile Products.....	655,089	121,065	144,436	7,412,629	821,592	3,379,721	9,471,980	981,245	4,374,962
Wood, Wood Products and Paper.....	22,533,500	1,758,704	18,337,158	222,805,444	18,079,948	182,954,730	202,600,923	21,641,149	240,377,550
Iron and its Products.....	5,239,520	459,906	432,894	63,419,510	5,338,634	9,199,427	90,101,565	7,841,850	13,250,523
Non-Ferrous Metals and their Products.....	11,892,558	2,138,043	6,978,819	114,379,271	10,299,688	74,950,043	148,104,138	15,328,746	94,153,696
Non-Metallic Minerals and their Products.....	2,148,375	134,738	1,245,556	23,011,787	1,480,239	15,051,451	29,719,996	2,170,488	19,645,319
Chemicals and Allied Products.....	1,732,224	386,157	845,583	16,021,001	3,833,706	8,290,671	21,827,696	4,729,616	11,985,642
Miscellaneous Commodities.....	1,354,250	128,903	949,062	15,736,249	2,200,282	10,662,925	19,896,125	3,000,475	13,293,067
Totals, 1929.....	88,520,355	24,912,802	37,360,073	890,465,841	237,514,967	398,656,746	1,182,412,313	290,399,013	522,885,357
1928.....	130,847,423	43,743,819	44,008,149	1,071,703,200	376,856,439	375,683,334	1,349,867,439	446,149,163	941,966,297
1927.....	130,277,157	56,587,435	40,342,089	950,245,104	341,398,668	361,862,420	1,218,478,510	499,551,767	474,718,781
<i>Exports (Foreign Produce)</i>									
Totals, 1929.....	1,856,886	204,724	1,607,777	19,281,400	1,028,955	16,948,684	25,946,117	1,518,689	22,688,154
1928.....	2,397,817	349,550	1,932,931	18,521,686	1,440,722	15,915,472	24,378,794	1,738,872	21,138,061
1927.....	1,912,391	49,598	1,756,596	16,391,583	1,773,811	13,387,634	20,445,231	1,981,003	16,963,593
<i>Excess of Imports (i) or All Exports (e)</i>									
1929.....	(e) 6,112,086	(e) 10,611,508	(i) 15,596,598	(e) 59,916,277	(a) 90,843,353	(i) 242,247,700	(e) 90,634,262	(e) 97,131,634	(i) 348,332,974
1928.....	(e) 38,624,315	(e) 27,706,282	(i) 17,723,503	(e) 153,934,969	(e) 231,331,279	(i) 240,679,838	(e) 151,928,317	(e) 257,131,269	(i) 312,526,591
1927.....	(e) 48,926,853	(e) 40,690,635	(i) 11,150,805	(e) 822,988,467	(ee) 200,527,501	(i) 150,263,291	(e) 151,805,811	(e) 228,912,349	(i) 215,001,087

WEST OF ENGLAND TRADE NOTES

DOUGLAS S. COLE, CANADIAN TRADE COMMISSIONER

RECORD TONNAGE AT THE BRISTOL PORTS

Bristol, January 10, 1930.—The total registered tonnage into the port of Bristol during 1929 constituted a record, according to the preliminary report of the Bristol Port Authority. In both foreign and coastwise sections the number of vessels accommodated and the registered tonnage increased. At the three sets of docks—Avonmouth, Bristol, and Portishead—foreign arrivals totalled 1,021, with a registered tonnage of over 2,300,000, compared with 976 arrivals in 1928 with a registered tonnage of approximately 2,100,000. On the other hand, there has been little activity in shipbuilding, and ship repair work has been very fluctuating. The year has been singularly free from serious labour troubles.

WAR DEBTS

Sir Gilbert Vyle, past President of the Association of British Chambers of Commerce, who was the guest of the evening at the annual dinner of the Leicester Chamber of Commerce, said that one of the most humiliating things engineering employers had to suffer to-day was to feel that their fine craftsman by sheer economic circumstances had to put up with a wage which is sometimes less than that of the unskilled man who cleans the streets or who does some other work in a non-competitive industry which is not affected by external competition. In making a comparison of war debts, he stated that the British debt had been increased ten and a half times since 1914 (from £706,000,000 to £7,621,000,000), while that of France was three times as great, and that of Germany only twice as great. The annual income of the United Kingdom was approximately £4,164,000,000 as compared with that of the United States, which is estimated at £18,520,000,000, or four and a half times as great. On the other hand, the expenditure for Government interest, pensions, etc., is greater in the United Kingdom than in the United States.

GREAT WESTERN PORTS

The Great Western Railway controls all the ports of South Wales, including the docks of Cardiff, Swansea, Newport, Barry, and Port Talbot. In a foreword to its 1930 edition of *Great Western Ports*, it is stated that the depression in South Wales which has been so marked for several years has every appearance of having been checked. The dock trade statistics for the ten months ending October, 1929, show an all-round improvement in the traffic at the company's docks as compared with 1928. The steady improvement in the coal shipping business as compared with 1928 is the principal feature of the year, and on the general cargo side the improvement in the coal trade is reacting favourably in other directions.

CHRISTMAS TRADE

Reports from Birmingham merchants indicate that Christmas trade has been quite good, and that shoppers did not wait until the last minute to complete their Christmas requirements. Fancy leather goods, jewellery of all kinds, and glassware seem to have done quite well recently. The fancy glass trade has had a long run of popularity, and is in no wise dependent for its prosperity on the Christmas shopping period. British-made toys have likewise had very satisfactory sales and have quite displaced the Continental which recently controlled the English market.

COVENTRY AND WOLVERHAMPTON

The basic industries in South Staffordshire are rather depressed. This situation is largely owing to the disparity between British and Continental prices, and steel makers are apprehensive over the rising prices of fuel and the possibility of further burdens being placed upon industry. In Coventry the commercial vehicle branch of the motor industry appears to be in a healthy condition, as well as the home market for motor cycles, but otherwise there is considerable apprehension as to the future of the McKenna duties.

UNEMPLOYMENT

The figures of persons registered as unemployed as at November 25 indicate that considerable increases (as compared with October 28) were recorded in the Southwestern and Wales divisions; in the Midlands division a decrease was shown.

BANK CLEARINGS

Provincial bank clearings in this territory are less than for the corresponding November period in 1928, and may be accounted for by the fact that the stock markets were booming at this period last year as compared with a dull uncertain time during the past few months:—

	Month of November		Per Cent	Aggregate Weekly Totals to December 14	
	1928 £	1929 £		1928 £	1929 £
Birmingham.. . . .	11,453,000	10,960,000	—4.3	132,387,900	127,679,100
Bristol.. . . .	5,395,000	5,020,000	—6.9	60,693,000	58,216,000
Leicester	3,565,000	3,326,000	—6.7	41,576,200	39,208,300
	20,413,000	19,306,000	—5.9	234,657,100	225,103,400

MARKET FOR LANTERNS IN THE NORTH OF ENGLAND

GERALD A. NEWMAN, ASSISTANT TRADE COMMISSIONER

Liverpool, January 8, 1930.—Lanterns to the value of \$97,487 were exported from Canada in the fiscal year ended March 31, 1928, and of this total the United Kingdom is credited with \$53,959. In fiscal year 1924, the value of Canadian exports to this country was \$90,419. Directly after the war both Canada and the United States were successful in securing a fair amount of business in the British Isles, but in recent years sales have fallen off; competition from reorganized German factories is responsible for the decline. One German firm whose production, although confined to lanterns and a small oil stove, is enormous, is now undercutting competitors in this market. A good-quality lantern of American manufacture continues to have a fair sale, even though the price is somewhat higher than the German makes.

TYPES ON THE MARKET

The German lanterns, though often designed in cheap imitation of a well-known American make, usually have no large perforated chimney that fits over the top of the glass as in the case of the American. In its place there is merely a tin shield attached to the upper frame of the lantern, with enough space between the shield and the glass to allow the gases to escape. The top of the glass is held in place by a circular spring clip extending down from the shield. A guard consisting of three parallel steel wires completely encircles the whole of the lantern. The handles made of steel wire are attached to a small ear which is electrically welded to the frame. Wick attachments are

similar to those in low-priced Canadian makes. The oil container is made in one piece, thereby eliminating soldering or the possibility of leakages. This is a feature that is the subject of favourable comment by dealers.

The lanterns are made in heights of 11.4, 12.2, 13.4, 14, and 15½ inches. The sizes commonly sold on this market are the 12.2 inches and the 13.4 inches, whose burning time extends from twenty to twenty-five hours. The smaller of the two lanterns weighs about 1¼ lbs. with glass and 1.295 lbs. without; the other weighs about 2.09 lbs. with glass and 1.43 lbs. without. The German models which have just been described in detail are usually retinned and electrically welded. They are thus somewhat sturdier in appearance than the competing Canadian lanterns in this class. The well-known American lantern is the type familiar to all Canadian firms.

PRICES AND COMPETITION

The extreme competition in the trade is evidenced in the fact that the cheapest German brand is being offered at 15s. 9d. (\$3.83) and 16s. 3d (\$3.95) per dozen less 2½ per cent discount delivered to buyer's warehouse. Another German brand which is not infrequently specified for by civic engineers, sells for from 24s. (\$5.83) to 26s. (\$6.32) (free house).

Retail prices charged by one of the largest hardware dealers in the north of England are as follows:—

Well-known American make, extra large size, 1 inch burner, burning duration 40 hours, 7s. 6d. (\$1.82) each.

German make with no very great sale, 3s. 9d. (91 cents) each.

Well-known German lantern with 5.8 inch wick modelled on American style, 2s. 6d. (60 cents) each.

Another lantern in European style made by the same firm, 2s. 9d. (66 cents) each.

A deduction of 25 per cent from these prices would give the approximate import price.

IRON AND STEEL SITUATION IN BRAZIL

A. S. BLEAKNEY, CANADIAN TRADE COMMISSIONER

II

[NOTE.—Imports shown throughout for countries are for the 1928 calendar year]

IRON AND STEEL WIRE (NOT BARBED)

Imports of plain iron and steel wire are next in importance to barbed wire with 35,204 tons valued at £463,856 in 1928. In this type of wire the American product is little in evidence, Germany and Belgium supplying the bulk of Brazil's requirements. Plain galvanized soft iron wire from 4 to 30 B.W.G. is principally in demand. The heavier wire comes in 50-kg. reels. Light wires from 20 up come in 1-kg. coils in lots of 50 kg. burlapped. Special packing is often specified. Redrawing wire is in demand, Nos. 4 to 10, chiefly Paris gauge. This wire is usually oiled and burlapped. In São Paulo, where there are a number of factories making spring mattresses, there is a demand for tinned and galvanized mattress wire. The former is preferred. This is exclusively 20 B.W.G. British wire is popular. This material is usually shipped in zinc-lined barrels containing several 50-kg. rolls, oiled and burlapped.

The import situation is shown below:—

Countries	Tons	£	Per Cent of Total			
			Tons	£		
Germany	13,154	189,128	30.5	40.6		
Belgium	11,134	128,856	28.8	28.9		
England	4,702	69,177	13.4	15.6		
United States	1,557	24,855	3.1	5.2		
Total all Countries—	1912	1913	1925	1926	1927	1928
Tons	48,847	26,589	30,943	21,028	27,059	35,204
£	593,497	318,334	443,620	303,509	385,658	463,856

GALVANIZED AND CORRUGATED SHEETS

Here again the American product is most commonly seen, with Continental sheets competing strongly. This market is not an expanding one, the post-war demand having at no time approached the pre-war requirements of the country. With the high humidity of the climate, first-class galvanizing is required and rust-resisting iron makes a strong appeal. The "Armco" firm are active and well organized here. Corrugated sheets are used in Brazil chiefly for freight car covers, for culverts, for factories, warehouses and construction job shanties. All sizes and thicknesses are in demand. Bundles are usually 50 to 70 kg., iron-braced. The statistical position is shown below:—

Countries	Tons		£		Per Cent of Total	
					Tons	£
United States	9,919		223,170		55.4	56.7
Great Britain	7,453		163,446		41.6	41.3
Belgium	280		4,815		1.5	1.2
France	92		1,927		0.5	0.5
Germany	82		1,755		0.4	0.4
Uruguay	74		1,205		0.4	0.3
Total all Countries—	1912	1913	1925	1926	1927	1928
Tons	25,962	24,686	8,584	12,363	12,438	17,904
£	424,407	421,445	219,849	337,132	309,654	396,413

AXLES, WHEELS, AND APPURTENANCES FOR RAILWAY CARS AND WAGONS

The demand for such material is very variable. Imports in 1928 were about average at 8,676 tons valued at £235,281. In a recent big order for cars placed in São Paulo, the trucks and axles were German (Krupp), but fittings were chiefly American. The German and Belgian manufacturers get most of the axle and truck business. British railways probably buy British material. Freight cars are chiefly of the European type. Canadian exports of tramway trucks have been noticed in recent years in São Paulo. Imports shown below are believed to be chiefly Continental:—

Countries	Tons		£		Per Cent of Total	
					Tons	£
Great Britain	3,911		99,854		45.1	42.4
Belgium	2,340		39,713		27.0	16.8
United States	1,258		42,352		14.5	18.0
Netherlands	635		8,960		7.3	3.8
Italy	377		39,326		4.4	16.7
France	152		4,917		1.8	2.0
Total all Countries—	1912	1913	1925	1926	1927	1928
Tons	1,495	10,984	9,980	18,404	6,179	8,676
£	273,713	247,012	253,636	515,242	180,974	235,281

STRUCTURAL IRON AND STEEL

Canadian mills have shipped from time to time small quantities of structural iron and steel of American origin but galvanized in Canada. On a weight basis, supplies from Belgium account for 42 per cent of Brazil's requirements. Much of this is probably from Luxembourg. Germany, France, and the United States are the other sources of supply in order of importance. Shipments credited to the Netherlands are probably German, and to England, from Luxembourg, although some Scotch marine structural material is in evidence from time to time on the docks. The Continental mills, while rolling inch as well as metric sizes for Brazil, do not have the variety that characterizes American mills. One important American contracting company building five million-dollar shops for a Rio utility company order American structural steel. Where American contractors operate in Brazil or American designs are used, American sections will probably be called for; several American factories are being built or designed in Brazil at present, and hangars for the new aeroplane lines are already planned.

Most structural steel imported is fabricated; there are no facilities here for fabrication. Probably some of the big structural exporters will make arrangements for fabricating facilities in Brazil in time. The new Itabira Iron Company will probably have to arrange facilities for fabrication when they commence to roll structural steels. As duties on steel are high and steel construction is little known in this country, construction is almost exclusively in concrete. While there is an absence of steel construction labour, engineers state that Brazilian workmen are very apt to learn on steel work and in one month they become very efficient. Cement is made in Brazil, and construction costs as far as can be ascertained are somewhat similar to those in Canada. Materials are higher, especially reinforcing steel, but labour costs are lower. It is difficult, however, to check costs accurately, as time-keepers are not familiar with various classes of work. Construction in concrete takes longer than in Canada, but in Brazil time is not such a factor in the situation. It is believed that concrete will probably be the preferred construction material for some time to come.

The import situation for structural iron and steel is shown below:—

Countries	Tons	£	Per Cent of Total			
			Tons	£		
Belgium.. . . .	7,803	58,254	41.6	25.3		
Germany.. . . .	3,413	50,930	18.1	22.1		
France	2,704	28,416	14.4	12.3		
United States	2,267	57,526	12.0	25.0		
Netherlands	1,713	15,764	9.1	6.8		
Great Britain	800	14,378	4.2	6.2		
Total all Countries—	1912	1913	1925	1926	1927	1928
Tons	51,462	71,362	11,298	15,871	22,840	18,756
£	638,463	937,790	169,584	226,259	278,793	229,777

TELEGRAPH AND TELEPHONE POLES AND PARTS FOR BRIDGES AND FENCES

The import of this class of material is about half pre-war. In the principal cities iron poles are generally used. Some are imported, but there is considerable local manufacture. The foundries in Brazil make castings, but these are not as a rule accurate as there is a lack of experienced labour, but for approximate work they meet requirements. In the country districts wooden telephone poles are often used, but the tendency is towards iron or concrete. Public utility companies are buyers of this class of material. The statement below includes parts for bridges and fences, and it is probable that steel for bridges covers an important part of the total. It is not believed that parts for fences form an important item as wood is plentiful.

Countries	Tons	£	Per Cent of Total			
			Tons	£		
Belgium.. . . .	2,665	39,092	28.5	20.0		
Germany	2,517	53,237	26.9	27.3		
Great Britain.. . . .	2,089	56,480	22.3	28.9		
United States	1,404	32,835	15.0	16.8		
France	421	6,334	4.5	3.2		
Netherlands	252	6,895	2.6	3.5		
Total all Countries—	1912	1913	1925	1926	1927	1928
Tons	20,130	23,878	4,547	7,462	10,144	9,348
£	304,631	384,143	123,966	216,170	259,802	194,837

STAPLES, SCREWS, AND RIVETS

Brazil's requirements from abroad of iron and steel staples, screws, and rivets have been fairly constant since the pre-war period, varying between 4,000 and 5,000 tons annually. Imports in 1928 of 4,824 tons were valued at £107,919.

This material is manufactured in Rio and São Paulo by two different British firms who have bought out local factories. Both concerns are aggressive and have ample capital for expansion. Others firms mentioned under the next

item nearly all manufacture this class of material as well as nails. They will probably supply an increasing quantity of the demand. Imports as shown by the following table are chiefly from Germany, the United States, and Belgium:

Countries	Tons		£		Per Cent of Total	
					Tons	£
Germany	1,361		29,713		28.2	27.5
Belgium	1,391		20,299		28.8	18.8
United States	1,200		28,879		24.8	26.7
Great Britain	538		19,226		11.1	17.8
Netherlands	148		2,797		3.0	2.5
Total all Countries—	1912	1913	1925	1926	1927	1928
Tons	4,565	3,637	4,359	4,108	5,134	4,824
£	112,787	83,210	117,519	102,053	118,478	107,919

IRON NAILS

Iron nails are of even less importance than the foregoing item, due to local manufacture: imports—1,232 tons valued at £70,055—are chiefly Continental and American. All kinds of nails are manufactured in Rio and there are eleven firms—three of importance—while there are seven factories in São Paulo, one of which is important.

Countries	Tons		£		Per Cent of Total	
					Tons	£
Germany	418		31,381		33.9	44.7
United States	280		19,826		22.7	28.3
Great Britain	289		9,888		23.4	14.1
Sweden	80		3,513		6.5	5.0
France	59		2,484		4.7	3.5
Total all Countries—	1913	1925	1926	1927	1928	
Tons	1,530	1,232	1,022	1,008	1,232	
£	56,182	74,351	54,537	60,905	70,055	

CAST, PIG, PUDDLED, AND IRON FILINGS

As previously stated, domestic production of cast and pig iron is small, and the industry is subject to many ups and downs, business conditions varying largely on coffee conditions. The pig iron industry suffers the reflex of these perhaps more than other industries. Much scrap is used by foundries, but there is a certain importation. The year 1928 was not typical, imports being only 3,081 tons valued at £28,962. The subjoined table, however, shows that 15,000 tons is about average yearly requirements. Most of this is supplied from the Continent. When the Itabira Iron Company commences operations domestic demand will probably be covered by their production, but this will probably take several years.

A survey of production is given in the introduction section of this report. Itabira is a long way from Rio and São Paulo, and as freights are high much will depend on the duties.

Countries	Tons		£		Per Cent of Total	
					Tons	£
Great Britain	1,885		12,446		61.4	42.9
Belgium	478		3,194		15.5	11.0
Germany	345		5,599		11.3	19.3
United States	161		4,503		5.2	15.5
France	75		2,053		2.5	7.2
Total all countries—	1912	1913	1925	1926	1927	1928
Tons	13,813	19,623	11,725	16,231	20,323	3,081
£	76,789	110,512	79,341	95,907	148,559	28,962

MISCELLANEOUS MANUFACTURES OF IRON AND STEEL

Imports of unenumerated manufactures of iron and steel form an important item. These during 1928 were similar to pre-war requirements (21,499 tons against 21,232 in 1913). The value in 1928 reached the high figure of £1,057,282. From the place the United States holds in the statistics, specialized articles must

form a great part of the demand, as on routine material that country cannot usually compete with the Continent.

Countries	Tons	£	Per Cent of Total			
			Tons	£		
United States.. . . .	6,218	359,636	28.9	34.0		
Germany	5,943	314,931	27.6	29.7		
Great Britain.. . . .	5,379	232,782	25.0	22.0		
Belgium	1,756	33,501	8.1	3.1		
France	1,215	45,645	5.6	4.3		
Netherlands	450	15,276	0.2	1.4		
Sweden	204	17,952	0.9	1.6		
Switzerland	140	13,906	0.6	1.3		
Total all Countries—	1912	1913	1925	1926	1927	1928
Tons	18,333	21,232	11,994	12,932	16,145	21,499
£.	854,309	926,810	711,138	706,913	852,443	1,057,282

DUTIES ON IRON AND STEEL

The duties on a number of iron and steel rolling mill products have been worked out below in Canadian cents per kilo of 2·2 pounds:—

	Cents
Cast pig iron in ingots, crude	2.6
Cast iron, puddled, for rolling, crude	0.96
Plain iron plates, smooth or channelled by rolling	3.3
Corrugated plates for the construction of sewers, including rivets, screws and hoops	0.99
Bars or rods of iron, angle iron, hoops, casks, pipes and generally rolled iron of every kind	4.16
Steel plates, plain smooth or corrugated by rolling, bars, rods and angle iron, hoops for casks, pipes and bales and generally rolled steel of all kinds	5.0
Steel wire, barbed and oval up to 6 millimetres in its greatest and 4 millimetres in its smallest diameter, plain or galvanized, including staples, fastenings and droppers of iron or steel for fencing and their stretchers	1.0
Steel wire of any other kind or thickness, plain or galvanized and that intended for the manufacture of tin tacks	4.0
Steel wire staples, varnished or galvanized plain	32.0
Steel screws	24.0
Steel nails, tacks, pegs and rivets, plain	12.0
Steel wire nails with heads	16.0
Rails up to 10 kgs. per metre	2.18
More than 10 kgs. per metre	0.68
Rail spikes or nails, fish plates and screws for rails imported separately	3.5
Steel pipes, plain or galvanized for boilers, water, gas and the like, straight or curved, with or without collar	4.44

NOTE.—The port tax of 2 per cent is included in this calculation but not minor taxes which can be neglected for practical purposes.

POTATO MARKET CONDITIONS IN HAVANA

JAMES CORMACK, CANADIAN TRADE COMMISSIONER

Havana, January 10, 1930.—During the period from January to May, 1929, inclusive, importations of potatoes into Havana were by months as follows:—

1929	Barrels	Sacks
January	2,300	45,043
February	10,209	67,431
March	180	74,109
April	1,986	35,500
May . . . . .	....	57,949
Totals	14,675	280,032

The situation is altogether different this year, and it is anticipated that no further shipments will be received from this date until the next crop is harvested.

Effective from July 4 last year, an increase in tariff took place (applicable to all except seed potatoes), details of which were published in *Commercial*

Intelligence Journal No. 1329 (July 20, 1929). Following on this increase, heavy importations were made during October, the last month in which duties were on the lower scale. In that month imports into the port of Havana, the destination of 75 per cent of the Cuban imports, were about three times as large as normal, and these are still being issued from cold storage in very good condition. Arrivals during October were as follows:—

	Half-Sacks	Barrels	Sacks
New York	6,900	5,761	11,760
Saint John	203,559	60,150	....
Summerside	40,000	....	....
Halifax	4,300	26,466	....
Key West . . . . .	....	240	2,160
Georgetown	21,000	....	....
Charlottetown	52,000	531	....
Totals	327,759	93,148	13,920

Potato arrivals in November, on the other hand, were light, consisting of 8,050 barrels from St. John, 6,039 from New York, and 500 sacks from Boston.

CUBAN CROP

Local potatoes grown from Canadian seed are now beginning to appear on the market and reports indicate that the crop is a very good one, both in quantity and quality. It is expected that the domestic crop, together with the potatoes now in storage, will fully supply the market for the balance of the season. The early American potatoes are marketed in August.

The bulk of the local crop is due to appear on the market in two weeks' time, and, unless a considerable export trade develops to New York, prices are likely to be depressed. Cuban potatoes are being sold, in competition with imported potatoes, to local retailers at \$4.70 per 100 pounds. A sample of this season's crop seen recently, and grown from Winconsin "Bliss" seed, looked exceptionally well, but the grower had irrigated his fields and used chemical fertilizer. Many of the Cuban growers are unable to incur this expense, and do not get such good results either in quantity or quality.

CUBAN DRIED FISH QUOTATIONS

JAMES CORMACK, CANADIAN TRADE COMMISSIONER

Havana, January 17, 1930.—The sugar mills commenced to grind yesterday and this normally has the effect of increasing the consumption of codfish. This year, however, there has been practically no immigration of Jamaican or Haitian labour for crop cutting, and that factor will tend to decrease consumption because these workers, especially the former, unlike Cuban labourers, are very fond of this diet.

The approximate stock of Norwegian codfish in Havana is around 15,000 cases; the price is \$9.25 per case of 45 kilos. net weight. Supplies are heavy and demand is light.

Supplies of cured herrings in Havana approximate 4,000 cases. The price is from \$1 to \$1.05 per case. Consumption is good at present, because sugar workers of all nationalities are fond of this diet and it is expected that consumption during the next three months will keep demand fairly strong.

In Santiago de Cuba, codfish supplies in stock on January 12 approximated 2,000 casks, but a ship has since arrived from Halifax with 2,350 casks. Canadian codfish quotations for first-class fish were \$13 per cask of 142 pounds gross and for second-class \$12.50. Pollock was \$10 per drum of 128 pounds net; haddock, \$9; and hake, \$8.25. Smoked herring in boxes of 18 pounds net were quoted at \$1 from Canada and \$1.05 from New York. The stock of smoked herring in the city was 1,000 boxes and 1,200 boxes were due to arrive during the month.

THE CZECHOSLOVAK TOBACCO INDUSTRY

L. D. WILGRESS, CANADIAN TRADE COMMISSIONER

Hamburg, December 21, 1929.—The importation and sale of tobacco in Czechoslovakia is subject to a State monopoly.

During the year 1928 the Czechoslovak State Tobacco Monopoly produced a total of around 339,400,000 cigars valued at approximately \$7,500,000 and 11,500,000,000 cigarettes of a total value of about \$53,400,000. During the course of the year the monopoly also sold 10,037,544 pounds of cigarette tobacco and 18,518,640 pounds of pipe tobacco.

The total importations of leaf tobacco into Czechoslovakia in 1928 amounted to 24,866,000 pounds of a value of approximately \$6,400,000. The following table shows the principal sources of supply:—

	Lbs.		Lbs.
Philippines	7,578,560	Holland	1,506,560
Bulgaria	3,290,100	Roumania	1,269,620
Turkey	2,423,960	Paraguay, Bolivia and Ecuador .	1,135,200
Greece	2,143,460	Russia	778,800
Jugoslavia	2,036,320	United States	685,080
Brazil	1,603,800	Other countries	414,540

Czechoslovakia produces nearly two-thirds of its tobacco requirements. Tobacco can only be cultivated in certain designated districts in Slovakia and Sub-Carpathian Russia in the eastern part of the republic. The plantations are subject to official control. In 1928 there were 4,615 tobacco planters and the area cultivated with the leaf totalled 12,506 acres. The yield of domestic tobacco was in the neighbourhood of 15,000,000 pounds, for which the monopoly paid a total sum of \$1,376,806. This year efforts have been made to increase the cultivation of tobacco in Czechoslovakia, nearly 5,000 acres more than last year having been planted.

The total sales of the State Monopoly in 1928 amounted to around \$68,000,000. In recent years there has been a tendency for the consumption of cigarettes to increase at the expense of cigars, especially at the expense of the stronger varieties of cigars. Cigarettes are retailed in boxes of 10, 20, or 25. The most popular makes sell for 7.50 crowns, 20 crowns, and 30 crowns respectively per 100. (One crown is equal to nearly three cents.)

The machines used in the factories of the State Monopoly are largely manufactured in Czechoslovakia, and in the last few years more modern machines have been installed. Nearly 12,000 workers are employed in the State tobacco factories.

Under item No. 22 of the Czechoslovak customs tariff, "tobacco and tobacco manufacturers of all kinds" are subject to a duty of 1,625 crowns (\$46.10) per 100 kg. (220 pounds) gross. Importation can only take place under a special licence, for which a tax of 400 crowns (\$11.84) per kilogram net is levied. The State Monopoly imports a few foreign makes of cigars, cigarettes, and smoking tobacco, but owing to the high duties the sale of these products is very limited. In 1928 a total of 2,640 pounds of smoking and cigarette tobacco was imported into Czechoslovakia, chiefly from Great Britain. The imports of cigars amounted to 1,320 pounds, Germany, the United States, and Great Britain being the principal suppliers, while 2,420 pounds of cigarettes were imported from Great Britain, British India, and Egypt.

MARKET FOR GRAPHITE IN FRANCE

HERCULE BARRÉ, ACTING TRADE COMMISSIONER

Paris, January 2, 1930.—Considerable quantities of graphite are imported into France annually. The total imports for consumption in 1928 amounted to 10,922 metric tons of a value of 21,500,000 francs, compared with 7,537 metric tons valued at 15,611,000 francs in 1927.

The chief supplying countries and the quantities imported from each of these are not given separately in the French import statistics, but the bulk of the graphite comes from Madagascar and Indo-China, with occasional shipments from Ceylon.

A large proportion of the graphite imported is used in the manufacture of crucibles, an industry which is well developed in France. Manufacturers of crucibles buy graphite either in flakes or in powder, but a certain quantity is imported in the raw state and refined in France.

SPECIFICATIONS AND PRICES

The preference among crucible manufacturers is for refined graphite in flakes containing from 80 to 95 per cent carbon. The product must be clean and as free from impurities as possible; the flakes should be regular in size and clear cut. It should contain not more than 1.5 per cent of moisture, less than 1 per cent of volatile substances, 83 to 90 per cent of carbon: the ash should not contain any mica. The percentage of ferrous oxide should not exceed 1.5 per cent.

At present there are large supplies of graphite on the market, and prices are relatively low, but the tendency is upward. Prices now range between 1,800 and 2,500 frs. (\$72 to \$100) per metric ton (2,204 lbs.), according to the origin and quality. Payment is usually made by draft payable at sight or at 30 days, with a small discount for cash.

Graphite enters France duty free regardless of the country of origin, but is subject to the usual import tax of 2 per cent payable on all imports.

Prospective exporters of refined graphite in flakes are advised to write direct to the Canadian Trade Commissioner, Paris, quoting c.i.f. prices and submitting samples accompanied by an analysis. It will facilitate matters if complete information with regard to method of shipping, quantity available for export, time required for delivery, terms of payment, etc., is given in the first letter.

MARKET FOR CHEESE IN TUNISIA

HERCULE BARRÉ, ACTING TRADE COMMISSIONER

Paris, January 3, 1930.—The customs statistics of Tunisia show the imports of cheese into that colony in 1928 as being 648,500 kilograms or 1,426,700 lbs. Of this total, 981,640 lbs. are credited to France, the other important suppliers being Italy, Holland and Switzerland. The United States are credited with 3,000 lbs. Canada is not mentioned in the statistics.

The following table shows the imports of cheese into Tunisia during the past three years from the principal supplying countries:—

Origin	Quantities (in kilos)		
	1926	1927	1928
Switzerland	3,099	8,049	2,800
France	377,960	383,832	446,200
Algeria	611	841	2,200
United Kingdom	845	1,143	400
Italy	76,564	106,099	122,500
Malta	820	1,156	1,300
Spain	9	...	...
Holland	49,606	73,696	60,500
United States	822	915	1,400
Total	510,339	595,811	648,500

There is some possibility that Canadian cheese, more or less similar to the American varieties that are now being imported, might under the proper marketing methods, find a place on this market. Cheese of a soft texture, such as the cream cheese which has met with such success in Canada and the United States during the past few years, is at a disadvantage on this market due to the difficulty of keeping stocks during the hot season. In the case of cheese which deteriorates rapidly, shipments must of necessity be made in small quantities as the demand arises. For this reason cheese of a firmer texture predominates on the market. Canadian cheddar, which is considered as a semi-soft cheese, would be suitable for this market, and there should also be a fair demand for processed cheese.

The principal element of success in this trade is regularity of supplies. The best means of attaining this is to appoint a central agent in Tunis who could carry sufficient stocks to supply the demand. Such an agent could cover the whole of Tunisia. Prospective exporters are advised against shipping to various wholesalers or retailers or appointing agents in different sections of the country.

On account of the warm climate of Tunisia, it is of the greatest importance that shipments be packed with great care. The cheese should be wrapped in tin-foil and packed in solid boxes. Another reason for this is that transportation is slow in this country, and the shipment is subject to many delays in railway stations and ports. A good forwarding agent in the port of arrival who could look after the shipment, see that it is stored in a suitable place and keep it moving, would be an asset to the shipper. It is also advisable to mark the packages (in French) "Cheese. Keep in a cool place."

The rates of duty on cheese entering Tunisia are as follows:—

	Rate to France and Algeria*	Rate to Other Countries*
	Francs per 100 Kg.	Francs per 100 Kg.
Cheese, hard, known as Dutch or Gruyère	26.40	34.80
Cheese, fine, soft, G�rom� or Lorraine	16.00	20.00
Cheese, fine, soft, other	30.00	37.50
Cheese, medium hard and other	30.00	37.50

* The rates of the first column apply to Gorgonzola, Reggiano, Parmigiano, Fontina, Bel pa  e, of any origin. Franc equals 3.92 cents Canadian; 100 kilogs. equals 2.2 lbs.

A list of firms in Tunis who would be interested in receiving offers from Canadian exporters of cheese is on file at the Department of Trade and Commerce, Ottawa.

BONDED WAREHOUSES IN SWITZERLAND

LESTER S. GLASS, ACTING TRADE COMMISSIONER

Rotterdam, December 31, 1929.—A system of bonded warehouses which are technically regarded as free and extra-territorial customs zones is in operation in Switzerland. These warehouses are located in Basle, Zurich, Geneva, Lausanne, St. Gallen and Chiasso. The general object is to permit goods to be brought into Switzerland duty free and placed therein until such time as they are ready for removal, either into Switzerland or for transshipment to another country. Although goods may enter duty free, nothing can be taken out for consumption in Switzerland without payment of duty. Before goods shipped by rail are admitted, they must be checked by customs authorities against the documents.

The advantages accruing to importers in Switzerland and exporters abroad are many. Within the premises almost total freedom is permitted, except that

the goods which enter may not be processed in any way which will change their original character or make them dutiable at a lower rate. Goods stored may be unpacked, repacked, sorted and divided up into smaller parcels. As goods which are destined to be placed on the Swiss market are dutiable according to gross weight, a certain saving is not infrequently effected.

SAMPLES FOR THE NETHERLANDS

Mr. Lester S. Glass, Acting Canadian Trade Commissioner in Rotterdam, writes under date of January 8 that samples sent by parcel post are usually delivered in Holland about a fortnight after advice has been received that the samples have been shipped and in some cases a month may elapse. Samples should preferably be sent by letter post, packed in small containers. The cost may be slightly higher, but this should be repaid in the case of commodities having a seasonal demand.

NORTH CHINA AND MANCHURIA AS A MARKET

IV*

L. M. COSGRAVE, CANADIAN TRADE COMMISSIONER

Miscellaneous Imports

Under this heading North China and Manchuria import a wide range of commodities, including both necessities and luxuries, and embracing practically all types of foreign-manufactured products. The following are some of the miscellaneous lines of imports interesting to Canadian firms.

Clothing, including haberdashery, gloves, shoes and boots of silk and cotton, ladies' neckwear, garters, shirts, wool and cotton sweaters. Total imports into all China amounted in 1928 to G\$7,000,000, of which Tientsin absorbed G\$467,000 and Dairen G\$560,000. Demand is steadily increasing.

Electrical materials and fittings.—Imports into all China in 1928 amounted to G\$8,000,000: Tientsin, G\$574,000; Dairen, G\$1,555,000. Though the figures for North China and Manchuria are low in comparison with those for the whole of China, industrial and household requirements have increased rapidly during the past two years and the demand is on the increase, particularly in Harbin and Mukden. The chief competition is from the United States and Great Britain. Japan through Dairen supplies the bulk of the requirements of the South Manchurian Railway, but German sales are expanding.

Indiarubber and gutta percha products, including tires, inner tubes, and boots and shoes.—China's total imports amounted to G\$5,900,000 in 1928: Tientsin, G\$693,000; Dairen, G\$665,000. The United States is the leading source of supply for North China; Japan has obtained a strong footing, particularly in South and North Manchuria. There is also increasing competition from the Netherlands East Indies and Germany.

Hardware and tools, including locks and padlocks, machine tools, and hand lathes.—Imports into China amounted to G\$2,030,000 in 1928: Tientsin, G\$443,800; Dairen, G\$366,000. The United States and Japan are the leading suppliers and there are also shipments from Germany.

Machinery.—Total imports of machinery of all kinds are given in detail below. The future of North China and Manchuria will undoubtedly call for a

* Former reports in this series were published in Nos. 1352, 1353 and 1355.

large expansion in industries of all kinds, particularly in North and Central Manchuria. Canada has recently imported agricultural machinery into this market and it is believed that there is a field for road-making machinery, grain-elevating machinery, and portable flour and saw mills.

Machinery	All China G\$	Tientsin G\$	Dairen G\$
Agricultural	525,000	510	270,000
For electric power station	938,000	75,600	196,000
Printing, bookbinding and paper cutting . .	560,000	11,900	42,000
Propelling (boilers, turbines, etc.)	1,820,000	112,000	290,000
Pumps and pumping	560,000	25,900	175,000
For textile industries	3,000,000	147,000	222,000
Other kinds and parts not enumerated . .	6,550,000	429,000	2,100,000

The chief sources of supply are Great Britain, the United States, Japan, and Germany.

Railway and tramway materials, not otherwise recorded.—Imports into China in 1928 amounted to G\$2,765,000: Tientsin, G\$1,200,000; Dairen, G\$562,000. These include signal equipment, fishplates, spikes, and bolts and nuts. Tientsin is the clearing port for supplies to the main group of the Chinese Government Railways, including the Peking-Mukden line, Peking-Hankow, and a portion of the Tientsin-Nanking railway. Dairen, on the other hand, supplies the South Manchurian Railway and a large portion of the Chinese Eastern and Ussuri railways. The United States, Great Britain, Germany, and Japan are the sources of supply.

Shooks for making Casks.—China's total imports amounted to G\$525,000: Tientsin, G\$70,000; Dairen, \$97,000. These are supplied almost solely from the United States.

TRADING METHODS

Commodities in North China and Manchuria are introduced in a variety of ways. In large machinery items, which involve of necessity demonstration facilities, stocks, and spare parts, agencies must be placed with strong responsible firms who maintain their own branches and have long-established contact with the leading industries, Government departments, and municipal authorities. With them it is the custom to handle all financing directly through foreign banks either on established letters of credit or outright purchase, and they specify for exclusive representation in a defined area.

With the smaller manufactured products, agencies are usually placed either with local agents working solely on a commission basis, or with established indent houses, who arrange for direct shipment to their dealers or customers and on whom falls the responsibility of financing, credit terms being arranged by the indent house with the local dealers. Here again, documentary letters of credit are usually established, but preferably on a c.i.f. basis.

With certain other products, such as canned foodstuffs, confectionery, and wearing apparel, agencies may be placed with responsible manufacturers' representatives, who utilize Shanghai or Tientsin as their base and cover the northern areas during the buying season. These agents also arrange for direct shipments to responsible dealers, and are responsible for adequate financial protection, involving either documentary credits or, with larger dealers, draft against production of documents, c.i.f. Tientsin or Dairen.

Before assigning any agency, reference should be made to the Trade Commissioner in Shanghai. Only in exceptional cases should agencies or representation be granted to firms other than those located in the main Treaty Ports, Dairen, Mukden, Harbin, Tientsin, and Tsingtao. Safety of all shipments may thus be ensured, as delivery is taken by the responsible agent concerned in a settled and stable area and payments immediately effected direct through a

foreign bank. Instances have occurred in which shipments to agents in the interior, even in large cities, have been seized en route from the Treaty Ports by unauthorized officials, or where shipments have arrived safely at such interior points, payments have been seriously delayed.

In general, however, shipments to the main Treaty Ports in China can be made as safely as to any other foreign market, the only difficulties which occasionally arise being due to the great importance placed upon date of delivery and accompanying documents. The importance of these is due to the fact that the rates of exchange between local currency in China and foreign currencies fluctuate so rapidly that arrangements are almost invariably made to settle such exchange weeks, and sometimes months, in advance of arrival of shipments, based on date of delivery specified in the shipping instructions. Delay in arrival of shipments and of the necessary documents may involve the China firm concerned in a serious loss in exchange by being forced to pay for the delivered goods at the rate of the day, owing to the expiry of their settled exchange. In addition, demurrage and warehousing are extremely expensive in China. Delay in arrival of documents imposes an additional heavy charge on the consignee.

Finally, British and foreign firms, other than American, are unfamiliar with the term "irrevocable letter of credit," and foreign banks other than American are loth to extend such credit to any firm, as it is not a common practice in China. A banker's guarantee, or documentary letter of credit, is considered by foreign banks in China as satisfactory, and as sufficient guarantee for practically all classes of commodities imported from foreign countries.

SHIPPING ROUTES TO NORTH CHINA AND MANCHURIA

Attention is called to the list of shipping firms which appeared in *Commercial Intelligence Journal* No. 1346, under the heading of "Shipments from Western Canada to China." Canadian shippers are strongly recommended to obtain rates from both the East and West Coast in order to secure the lowest c.i.f. price and thus enable their established or prospective agents to estimate competitive prices.

CATALOGUES AND PRICE LISTS

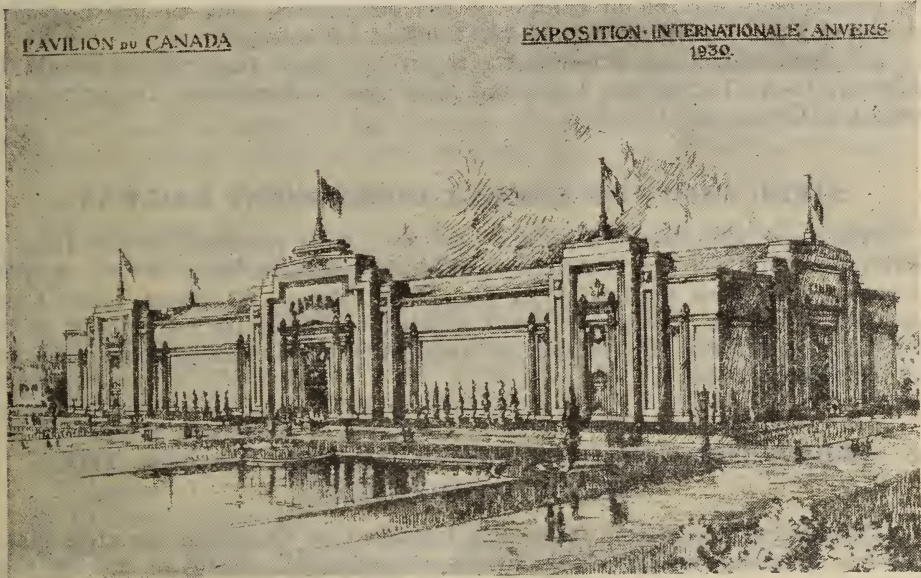
Since the writer's recent tour of North China and Manchuria, requests for catalogues and price lists for various commodities have greatly increased. Interested firms are therefore asked to keep the Shanghai office fully supplied with data, and, where possible, at least six copies of catalogues, complete with c.i.f. prices, should be forwarded.

BRUSSELS INTERNATIONAL COMMERCIAL FAIR

The eleventh Brussels International Commercial Fair will be held from April 2 to 16. This fair, which is under the management of the municipal authorities and is supported by the Government, is held at the Palais du Cinquantenaire, which is most conveniently situated for the purpose. As illustrating the growth of this exhibition, there were 1,602 exhibitors at the first fair and nearly 3,000 at that of 1929. Exhibits are entered free of duty. Canadian firms who are exhibiting at the British Industries Fair would find it possible to transfer their exhibits to Brussels in ample time for this exhibition, as a month elapses between the closing of the one and the opening of the other.

CANADIAN PARTICIPATION IN INTERNATIONAL EXHIBITION AT ANTWERP

An International Exhibition under the auspices of the Belgian Government, in commemoration of the centenary of Belgian independence, is to be held at Antwerp from May 1 to October 30 of this year, on a specially selected site just outside the city boundary. With a view to stimulating interest in the Belgian market on the part of Canadian producers and manufacturers, the Exhibition Commission of the Department of Trade and Commerce is erecting a separate pavilion covering an area 200 feet by 80 feet, in which space is reserved for the



exhibition of Canadian products. This pavilion has been designed by and is being erected under the supervision of Mr. J. A. Turcotte, Canadian Exhibition Commissioner. The main Government exhibits will be placed in the centre of the building, with booths for private exhibitors arranged along the sides.

During the fiscal year ended March 31, 1929, Canada's exports to Belgium were valued at over \$21,000,000, of which manufactured products totalled \$2,250,000. Mr. Jean J. Guay, Canadian Trade Commissioner in Brussels, after making a careful survey of the field, has submitted to the Canadian Exhibition Commission the following list of products for which there is a market in Belgium and adjoining countries and which Canada can produce at competitive prices:—

Abrasives.
Agricultural machinery.
Apples, dried and tinned.
Belting, leather and rubber.
Bathing costumes.
Butter in tins.
Canada Balsam.
Canned salmon, lobster and vegetables.
Casara bark.
Cheese.
Electrical household appliances, washing machines, vacuum cleaners, percolators, etc.
Evaporated fruits and vegetables.
Fish meal.
Flax pulling machinery.

Flour.
Foxes, live.
Furs.
Liquorice candy, etc.
Metal office furniture.
Paper mill felts.
Patent leather.
Piano actions.
Road machinery.
Sardines.
Silk stockings and knitted goods.
Storage batteries.
Tires.
Wall paper.
Wire bound boxes.
Windmills.

Mr. A. T. Seaman, Assistant Exhibition Commissioner, is at present in Canada arranging for the allocation of some thirty booths which have been made available to the Canadian producers and manufacturers in the Canadian Pavilion. The size of these booths is 10 feet by 10 feet, and the rental charge is \$2.50 per square foot. This charge includes transportation of the exhibit from the Canadian factory to the Canadian Pavilion in Antwerp and return of any unsold portion, as well as unpacking and erection of exhibit, decoration, lighting, and cleaning of booth during the six months run of the Exhibition. Each booth is so placed as to enable effective display of the various individual exhibits to be made. While the exhibitor is urged to have his own representative on his stand, if this is impossible, a representative of the Department will be in charge of the commercial side of the Canadian exhibits and will handle all inquiries to the best advantage.

All applications for information regarding space reservations should be addressed to A. T. Seaman, Canadian Exhibition Commission, Department of Trade and Commerce, Ottawa.

STEEL SHED FOR JAMAICA GOVERNMENT RAILWAY

Plans and specifications for the new steel shed required by the Jamaica Government Railway in connection with the reconstruction of No. 1 Pier, Kingston, have been received from Mr. F. W. Fraser, Canadian Trade Commissioner, Kingston. Canadian firms wishing to tender for the supply of the shed, may secure full information on application to the Department of Trade and Commerce, Ottawa.

WHAT THE CANADIAN EXPORTER CAN DO FOR THE TRADE COMMISSIONER

The meagre information frequently furnished by Canadian exporters places a serious handicap on the Trade Commissioner in his efforts to market their products.

A general statement, therefore, of the facts about the exporter, his banking references, whether he is already engaged in foreign trade, and for what period and to what extent, are some of the essentials which should be given in the first letter either to the Department or to a Trade Commissioner, particularly the latter. He also wants general data about the commodity which the exporter wishes to sell in that particular market, noting any special advantages pertaining to the line offered, particularly as compared with well-known articles of the same type from other countries. He also wants to know exactly what the manufacturer is himself willing to do to place his goods in the new field: the basis on which sales would be made to the importer or on which goods could be offered for sale by a recognized agent, and the commission that would be paid the latter; what would be required of an importing house or agent in order to obtain the agency for the line; whether the manufacturer would send consignment stock or samples and in what quantity; whether he is prepared to advertise or to co-operate in advertising and to what extent; the facilities possessed by the manufacturer for export shipment, and the kind of supervision that is exercised by him over the packing of goods destined for a distant market.

PRICES

Prices should never be quoted from an interior manufacturing point in Canada. Where quotations c.i.f. port of destination are not practicable, they

should be given f.o.b. steamer, but it is strongly recommended that prices should be quoted c.i.f. This is a most important point, as the foreign buyer has no definite knowledge of the charges likely to be incurred if quotations are f.o.b. cars at port of shipment and freight rates from some interior point in Canada to the seaboard are unobtainable in foreign countries. He has no means of knowing insurance rates, or the elements that enter into the fixing of the premiums. As a rule he is unable to obtain a quotation of an outward freight rate at an inward port, as the general practice of steamship companies is to refer a request for a freight rate from (say) Montreal to Auckland to the agent in the former city, although an approximate rate may be quoted. The foreign buyer is at a distinct disadvantage unless prices are quoted c.i.f.

DISCOUNTS

Discounts should be printed, or typewritten, preferably on a folder or slip accompanying the catalogue. In submitting an illustrated descriptive catalogue to prospective customers the importer should not be placed in the position of having to disclose the exact terms on which the goods are offered to him.

GROSS AND NET WEIGHT

A knowledge of the gross and net weights per unit quoted is essential. Without these the prospective purchaser is unable to estimate laid down costs.

SUMMARY OF POINTS TO BE NOTED

The fullest possible information in regard to the commodity and complete details on the following points would greatly aid the Trade Commissioners in the intelligent handling of inquiries addressed to them as to the introduction and subsequent marketing of Canadian goods on behalf of exporters:—

1. Cable address, code used, and special code words not in the regular code books.
2. Bankers' references.
3. (a) The basis on which prices are quoted, whether c.i.f. main foreign ports; f.a.s. Canadian ports; or f.o.b. vessel.
(b) Are prices in Canadian or American funds?
(c) If prices are c.i.f. and transshipment has to be made, are such items as consular charges and disbursements at port of transshipment and/or unloading for account of buyer?
4. Are quotations firm, or subject to change without notice due to fluctuations in costs of raw material?
5. On what quantity basis are quotations made? Can prices be reduced on quantity orders, and if so how much?
6. Are orders subject to acceptance by exporter?
7. What brand do lines bear, and are these to be sold under this brand in foreign markets?
8. What is the nature of packing? Heavy wooden crates, boxes, new bags or burlap?
9. Are lines stocked and available for immediate shipment? If not, how long after receipt of order will goods go forward?
10. What are your terms? Is there a special discount for cash?
11. What is the gross and net weight in pounds? Measurement in cubic feet?

With the foregoing information on hand, supplemented by recent catalogues and descriptive literature, and, if not too bulky, samples—not necessarily a full range—Trade Commissioners are put in a position to give at short notice the best service to Canadian exporters and can either place them in communication with reliable importers or recommend suitable agents.

ASSISTANCE THAT CAN BE GIVEN BY CANADIAN TRADE COMMISSIONERS

Many manufacturers and exporters apparently are not fully advised as to the valuable services that can be rendered by Canadian Trade Commissioners. The attached is therefore issued with a view to rendering the activities of Canadian Trade Commissioners of greater use to manufacturers and exporters generally.

COMMERCIAL INFORMATION

1. Manufacturers and exporters can receive up-to-date information through the *Commercial Intelligence Journal* or by direct correspondence with the Department or any of the Canadian Trade Commissioners as to:—

- (a) The present and prospective demand for their goods.
- (b) Foreign and local competition (with specimens, catalogues and prices).
- (c) Details of best selling methods.
- (d) Reports on foreign buyers, though the Department cannot assume any responsibility in any opinions expressed by Trade Commissioners. They, however, will use their best endeavours to advise exporters as to the standing of such firms.
- (e) Specifications of articles in particular demand.
- (f) Inquiries for goods, and by means of an efficient system for collecting such inquiries the names can be obtained from time to time from the Commercial Intelligence Branch of the Department at Ottawa.

AGENTS, BUYERS, AND DISTRIBUTORS

2. Trade Commissioners will also:—

- (a) Recommend to intending exporters the names of responsible parties in a position to act as agents or buyers and distributors.
- (b) Give every possible assistance to such agents, etc., and will introduce them to influential individuals or associations who may be in a position to buy goods from Canada.
- (c) Give confidential information, when so requested, as to the activities of agents appointed by Canadian exporters, or firms to whom sales have been, or are being, made.

3. Trade Commissioners can assist in advising Canadian exporters and manufacturers:—

- (a) As to the best media in which to place advertisements and the form which such advertisements should take, i.e., their adaptation to the special requirements of the community.
- (b) In the display of catalogues, price lists and samples where they can be seen by potential buyers.
- (c) As to the distribution of trade literature and its probable cost.

GENERAL

4. (a) Trade Commissioners will always be glad to receive visitors from Canada and introduce them to possible buyers or agents, or put them in touch with such experts as legal advisers, interpreters, and shipping and banking representatives.
- (b) The good offices of Trade Commissioners can always be invoked with a view to settling difficulties which may arise between the Canadian exporters and buyers abroad.

- (c) Trade Commissioners will at any time provide such information as may be available as to freight rates, customs, port dues, etc., so as to enable Canadian firms to quote prices for delivery overseas. They will be glad also to provide information respecting cost of travel, regulations applicable to commercial travellers, packing and marking of goods, shipping accommodation, storage arrangements, and any other foreign government regulations or conditions which have to be complied with.

FINANCIAL ARRANGEMENTS

5. Particulars can be obtained with regard to:—

- (a) Terms of credit which may be given for foreign buyers.
- (b) Financial houses and banks who will discount bills or give credit.
- (c) Regulations governing the recovery of debts in foreign countries.
- (d) Disposal of goods abroad contracted for but not accepted by foreign buyers.
- (e) Infringement of trade marks or patent rights; and advise on registration.

THE MEANING OF RATIONALIZATION

In an address given recently to the Textile Institute, Sir Josiah Stamp performed a very useful service by emphasizing the fact that true rationalization is always directed to the reduction of costs through greater efficiency and capital methods. There seems at the moment to be the beginning of a reaction against the process, and, as he pointed out, if rationalization is to mean only restriction of output, mass production, monopolization and trustification, then the outlook is serious.

In defining the meaning of true rationalization, Sir Josiah said that it did not defeat or hold up economic consequences, but, having ascertained what was in due course inevitable, brought it about more quickly by definite action. He showed it, in fact, as a more humane and more efficient means of carrying out that elimination of the weaker units which was effected under pure individualism by economic annihilation. If the word "rationalization" was confused with rings and quotas and trusts and tariff walls, and if this association was to stand in the way of the true process, then, he said, a new term must be found, for in foreign trade the small scale individualistic units could no longer hold their place against large scale individualistic units. Further, modern rates of taxation had completely altered the distribution of the supply of capital, which had nowadays to be attracted from the small rivulets of the many, and this could no longer be done by small privately managed businesses.

Since rationalization was first hailed, some years ago, as the saviour of the post-war industrial situation, it has been a very hardly used word among all who write or speak of the economic position. Since, however, its real meaning has remained not a little vague in the minds of the general public, and since it has been associated with all sorts of mergers and financial arrangements that do not fall within its scope at all, it is just as well that eminent economists should from time to time devote themselves to a little explanation and definition. True rationalization must continue to be carried out if our industries are to compete successfully in the foreign market, and it would be calamitous if the process were retarded, or prejudiced in the eyes of the public, owing to a confused conception of its real aims and methods.

BRITISH MERCHANDISE MARKS ACT RECOMMENDATIONS

The Merchandise Marks Committee recommend that imported roofing slates shall be required individually, on sale or exposure for sale, to bear an indication of origin applied by rubber stamping or stencilling.

The Committee further recommend that if the Government decide to issue an Order in Council giving effect to their recommendation, it should come into force three months after the date on which it is made.

The Committee also recommend that each imported strap butt should bear, on sale or exposure for sale, an indication of origin stamped, embossed, incised, impressed, printed, branded, or stencilled thereon.

TARIFF CHANGES AND CUSTOMS REGULATIONS

South Africa Increases Wheat and Flour Duties

A cablegram from the Canadian Trade Commissioner in Cape Town announces that increases of duty on wheat by 7d. the 100 pounds and on flour by 8d. the 100 pounds were proposed in the Union of South Africa Parliament and made effective as from January 17. These increases affect both maximum and minimum duties. The effect of the change will be as follows:—

		Maximum Duty	Minimum Duty
Wheat in the grain—			
Former rates	per 100 lb.	1s. 7d.	1s. 5d.
Proposed rates	per 100 lb.	2 2	2 0
Flour—			
Former rates	per 100 lb.	3s. 8d.	3s. 4d.
Proposed rates	per 100 lb.	4 4	4 0

Canadian wheat and flour are accorded minimum tariff rates on importation into the Union of South Africa.

Additional Taxes on Imports into Greece

Mr. Henri Turcot, Canadian Trade Commissioner in Athens, advises that under decree-law No. 4319, which was published in the Greek *Official Gazette* of August 13, 1929, the Minister of Finance was authorized to issue decrees to the effect that, to cover the various additional taxes, a uniform rate of 75 per cent of the basic duty be imposed on all foreign goods entering Greece—except those admitted free of charge—whatever the country of origin might be—that is whether they originated in a treaty or non-treaty country. Upon proposal of the Greek Minister of Finance a decree was issued in the *Official Gazette* of December 31, 1929, to come into force on January 1, in virtue of which a uniform rate of 75 per cent of the basic duty is to cover all the extra taxes imposed on imports into Greece. This charge does not, however, comprise the consumption tax on wine, carbide, explosive matters, tobacco, malt and alcohol, which will continue to be collected separately.

Briefly, foreign goods entering Greece are subject to customs duty as set in the tariff, a uniform charge of 75 per cent of the duty actually paid, and consumption tax if they belong to one of the six categories of the commodities mentioned above.

Roumania Terminating Commercial Treaties

The Roumanian Government has given notice for termination of her provisional commercial agreement (exchange of notes) with the United Kingdom of May 24, 1923, as well as the agreement based on this, concluded with Canada, and in force since August 1, 1928, providing for exchange of most-favoured-

nation treatment in tariff matters. The agreement with Canada is to terminate as from May 26, 1930. The Roumanian Government have taken corresponding action with regard to commercial treaties with some other countries. It has been announced that these denunciations are part of a general measure taken with the object of allowing Roumania to conclude commercial treaties with all countries on the basis of a forthcoming new Roumanian customs tariff.

Tea Import Regulations in Trinidad and St. Vincent

Mr. F. L. Casserly, Acting Canadian Trade Commissioner in Trinidad, writes under date January 9, 1930, that the Governments of Trinidad and St. Vincent have recently enacted similar regulations governing the entry of tea into their respective colonies as were described, in the case of Grenada, in *Commercial Intelligence Journal* No. 1346 (November 16, 1929).

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING JANUARY 27

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending January 27, 1930, with the official bank rate. Quotations for the week ending January 20, 1930, are also given for the sake of comparison.

Country	Unit	Parity	Nominal Quotations in Montreal Week ending Jan. 20,	Nominal Quotations in Montreal Week ending Jan. 27,	Official Bank Rate
Austria...	Schilling	.1407	\$.1441	\$.1440	7½
Belgium...	Belga	.1390	.1408	.1408	3½
Bulgaria...	Lev	.0072	.0072	.0072	10
Czechoslovakia...	Krone	.....	.0299	.0299	5
Denmark...	Krone	.2680	.2706	.2704	5
Finland...	Markka	.0252	.0254	.0254	7
France...	Franc	.0392	.0397	.0397	3½
Germany...	Reichsmark	.2382	.2418	.2416	6½
Great Britain...	Pound	4. 8666	4. 9201	4. 9189	5
Greece...	Drachma	.0130	.0131	.0131	9
Holland...	Guilder	.4020	.4066	.4063	4
Hungary...	Pengo	.1749	.1770	.1769	7½
Italy...	Lira	.0526	.0523	.0529	7
Jugo-Slavia...	Dinar	.1930	.0179	.0179	6
Norway...	Krone	.2680	.2703	.2701	5
Portugal...	Escudo	1.0805	.0455	.0454	8
Roumania...	Leu	.0060	.0060	.0060	9
Spain...	Peseta	.....	.1316	.1312	5½
Sweden...	Krona	.2680	.2715	.2714	4½
Switzerland...	Franc	.1930	.1955	.1953	3½
United States...	Dollar	1.00	1.1718	1.0110	4½
Argentina...	Peso (Paper)	.4244	.4046	.4069	..
Brazil...	Milreis	.1196	.1125	.1150	..
Chile...	Peso	.1217	.1220	.1219	6
Colombia...	Peso	.9733	.9788	.9782	9
Mexico...	Peso	.4985	.4801	.4743	6-7
Peru...	Libra	4. 8666	4.0367	4.0342	7
Venezuela...	Bolivar	.1930	.1947	.1946	..
Uruguay...	Peso	1.0342	.9434	.9403	..
Cuba...	Peso	1.0000	1.1093	1.0006	..
Java...	Guilder	.4020	.4065	.4057	5½
Shanghai...	Tael	.....	.5109	.4979	..
India...	Ruppee	.3650	.3692	.3677	7
Japan...	Yen	.4985	.4963	.4979	5.48
Siam...	Baht (Tical)	.4424	.4603	.4575	..
Straits Settlements...	Dollar	.5678	.5690	.5687	..
Jamaica...	Pound	4. 8666	4.9136	4.9164	..
British Guiana...	\$	.....	.....	.....	..
Barbados...	\$	1.0000	1.01 ⁵⁵ / ₆₄ —1.03 ³ / ₆₄	1.01 ¹ / ₂ —1.02 ¹ / ₂	..
Trinidad...	\$	.....	.....	.....	..
Other British West Indies...	\$	1.0000	1.01 ⁵¹ / ₆₄ —1.03 ³ / ₆₄	1.01 ¹ / ₂ —1.03	..
Martinique...	Franc	.0392	.0397	.0397	..
Guadeloupe...	Franc	.0392	.0397	.0397	..

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT KINGSTON, BELLEVILLE, PETERBOROUGH, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.); AND THE MARITIME PROVINCES TRADE COMMISSION, TORONTO.

Canadian exporters should, for follow-up purposes, send a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which it emanated.

Foodstuffs

130. BISCUITS AND CONFECTIONERY.—A commission house in Jamaica is desirous of representing Canadian exporters of biscuits and confectionery.

131. FRESH APPLES.—A firm in Prague, Czechoslovakia, wish to get in touch with Canadian exporters of fresh apples, both in barrels and in boxes, with a view to taking over their general representation or sole selling rights for Czechoslovakia.

132. CANNED SALMON.—A Copenhagen firm of agents wish to represent a Canadian exporter of canned salmon.

133. CANNED LOBSTER.—A Copenhagen firm of agents wish to represent a Canadian exporter of canned lobster.

134. EELS.—A Dutch firm are desirous of getting in touch with Canadian exporters of frozen, smoked, and dried eels. Samples and prices c.i.f. Rotterdam are required.

135. POTATOES.—Jamaica commission house would like to represent a firm in Canada exporting potatoes.

136. ROLLED OATS.—A Copenhagen firm of agents wish to represent a Canadian exporter of rolled oats.

137. GRAIN.—A Copenhagen firm of agents wish to represent a Canadian exporter of grain.

Miscellaneous

138. RUBBER FOOTWEAR.—A Copenhagen firm wish to import from Canada on own account rubber footwear.

139. RUBBER TISSUE.—Rubber tissue and rubberized tissue for raincoats from Canada are requested by a firm in Paris.

140. SECOND-HAND BAGS.—Dutch import concern desires to establish connections with Canadian exporters in a position to offer second-hand jute sugar bags. Quotations should be c.i.f. Dutch port.

141. CLOTHES LINES.—A Birmingham firm desire quotations delivered Birmingham or, failing this, c.i.f. United Kingdom port in sterling, for a Canadian clothes line with a special swivel attachment for attaching to the rings.

142. DOORS (WOODEN).—Firm in Shanghai with good connections desire contact with Canadian manufacturers of wooden doors. Prices should be sent direct and catalogues.

143. INSULATING AND ASBESTOS BOARD.—Firm in Shanghai with good connections desire contact with Canadian manufacturers of insulating and asbestos board. Prices and small samples should be forwarded direct.

144. PLYWOOD.—Firm in Shanghai desire contact with Canadian manufacturers of plywood. Prices and small samples should be forwarded direct.

145. DOUGLAS FIR.—A Liverpool brokerage house with long experience in the handling of Eastern Canadian woods, wishes to get in touch with a British Columbia exporter of Douglas fir with a view to representation for the North of England.

146. BOAT OARS.—A Cardiff importer of boat oars desires c.i.f. quotations for a Canadian-manufactured ash boat oar in lengths of 7 to 18 feet, plain not varnished.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Halifax

To LIVERPOOL.—Nova Scotia, Feb. 18; Newfoundland, March 8—both Furness Line; Norwegian, Feb. 3; Doric, Feb. 10 and March 10; Albertic, Feb. 24—all White Star Line; Manchester Exporter, Feb. 1; Manchester Citizen, Feb. 11; Manchester Merchant, Feb. 26—all Manchester Line; Scythia, Feb. 17; Andania, March 3—both Cunard Line.

To LONDON.—Napierian, Feb. 3; Megantic, March 15—both White Star Line; Aurania, Feb. 10; Concordia, Feb. 24; Alaunia, March 3; Ausonia, March 10—all Cunard Line; Vardulia, Anchor-Donaldson, Feb. 17; London Corporation, Feb. 3; Valemore, Feb. 24—both Furness Line; Cairngowan, Cairn Line, Feb. 12.

To MANCHESTER.—Manchester Exporter, Feb. 1; Manchester Brigade, Feb. 8; Manchester Citizen, Feb. 11; Manchester Commerce, Feb. 22—all Manchester Line; Norwegian, White Star Line, Feb. 3.

To SOUTHAMPTON.—Megantic, White Star Line, March 15.

To GLASGOW.—Kastalia, Feb. 9; Salacia, Feb. 22—both Anchor-Donaldson.

To GOTHENBURG.—Gripsholm, Feb. 3; Drottningholm, Feb. 24—both Swedish-American Line.

To BREMEN.—Dresden, Furness Line, March 8.

To ST. JOHN'S, Nfld.—Rosalind, Feb. 4 and 18 and March 4; Silvia, Feb. 11 and 25 and March 11—both Furness-Red Cross Line; Sambro, Feb. 7 and 21 and March 7; Farnorth (also calls at North Sydney), Feb. 14 and 28 and March 14—both Farquhar SS.; Sollund (also calls at Newfoundland outports), Newfoundland-Canada S.S., Feb. 1.

To ST. PIERRE-MIQUELON.—Fernfield, Feb. 4 and 18 and March 4; Sambro, Feb. 7, 21, and March 7; Farnorth, Feb. 14, 28 and March 14—all Farquhar SS.; Sollund, Newfoundland-Canada S.S. Ltd., Feb. 12 and 27.

To SOUTH AMERICAN PORTS.—Canadian Traveller, Canadian National, Feb. 20.

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTserrat, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Lady Nelson, Feb. 7; Lady Hawkins, Feb. 21; Lady Drake, March 7—all Canadian National; Agnete Maersk, Feb. 13; a steamer, Feb. 27; Peter Maersk, March 13—all Ocean Dominion (do not call at Nevis, Montserrat or Dominica).

To HAMILTON, BERMUDA; NASSAU, BAHAMAS; KINGSTON, JAMAICA; AND BELIZE, BRITISH HONDURAS.—Cavelier (does not call at Bermuda or Nassau), Feb. 8 and March 8; Lady Somers, Feb. 15 and March 15; Cathcart (does not call at Bermuda or Nassau), Feb. 22; Lady Rodney, March 1—all Canadian National.

To PORTO RICO, ST. KITTS, ANTIGUA, GUADELOUPE, MARTINIQUE, BARBADOS, TRINIDAD AND DEMERARA.—Colborne, Feb. 13; Cornwallis (also calls at St. Vincent, Grenada and Tobago), Feb. 27; Champlain, March 13—all Canadian National.

To SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Ottar (also calls at Montego Bay and other Jamaica outports), Feb. 5 and March 5; Caledonia, Feb. 19—both Pickford & Black.

To AUSTRALIAN PORTS.—Canadian Leader, Feb. 15; Canadian Commander, Feb. 28—both Canadian National.

To NEW ZEALAND PORTS.—Canadian Transporter, Canadian National, Feb. 25.

From St. John

To AVONMOUTH.—Vardulia, Feb. 15; Salacia, Feb. 28—both Anchor-Donaldson.

To CARDIFF AND SWANSEA.—Vardulia, Anchor-Donaldson, Feb. 15.

To GLASGOW.—Beaverburn, Feb. 21; Minnedosa, March 7—both Canadian Pacific; Kastalia, Feb. 8; Salacia, Feb. 28; Airthria, March 14—all Anchor-Donaldson.

To BELFAST AND DUBLIN.—Dunaff Head, Head Line, Feb. 22 (cargo accepted for Londonderry and Cork).

To HULL.—Cairngowan, Furness Line, Feb. 11.

To LIVERPOOL.—Minnedosa, Feb. 7 and March 7; Montcalm, Feb. 14 and March 14; Beaverburn, Feb. 21; Montrose, Feb. 28—all Canadian Pacific.

To LONDON.—Beaverbrae, Feb. 7 and March 14; Beaverford, Feb. 14; Beaverdale, Feb. 21; Beaverhill, Feb. 28; Metagama, March 7—all Canadian Pacific; Cairngowan, Cairn Line, Feb. 11.

To MANCHESTER.—Manchester Brigade, Feb. 6; Manchester Commerce, Feb. 20; Manchester Division, March 6—all Manchester Line.

To SOUTHAMPTON.—Melita, Canadian Pacific, Feb. 20.

To ANTWERP.—Beaverdale, Feb. 21; Metagama, March 7—both Canadian Pacific; Brant County, Feb. 10; Laval County, Feb. 28—both County Line.

To HAMBURG.—Beaverbrae, Feb. 7; Melita, Feb. 20—both Canadian Pacific; Liguria, County-Hamburg American Line, Feb. 15.

To HAVRE.—Brant County, Feb. 10; Laval County, Feb. 28—both County Line.

To SOUTH FRANCE AND ITALIAN PORTS.—Valprato, Feb. 25; Valflorita, March 16—both Lloyd Mediterraneo Italian Service.

To ROTTERDAM.—Grey County, Feb. 5; York County, Feb. 26—both County Line.

To COPENHAGEN AND BALTIC PORTS.—A steamer, Scandinavian-American Line, Feb. 15.

To WEST AND SOUTH AFRICAN PORTS.—Cochrane, Elder Dempster Line, Feb. 25.

To SUEZ, PORT SUDAN, ADEN, MOMBASSA (KILINDINI), TANGA, DAR-ES-SALAAM, MADRAS, RANGOON, AND CALCUTTA.—City of Halifax, American and Indian SS., Feb. 23.

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Lady Hawkins, Feb. 13; Lady Drake, Feb. 27; Lady Nelson, March 13—all Canadian National; Agnete Maersk, Feb. 5; a steamer, Feb. 21; Peter Maersk, March 7—all Ocean Dominion (do not call at Nevis, Montserrat or Dominica).

To ST. PIERRE-MIQUELON AND ST. JOHN'S, NFLD.—Sollund, Newfoundland-Canada SS. Ltd., Feb. 24.

From Vancouver

To YOKOHAMA, KOBE, SHANGHAI, HONGKONG AND MANILA.—Empress of Canada, Feb. 15; Empress of Russia, March 8—both Canadian Pacific (also call at Honolulu).

To YOKOHAMA, KOBE, MIKE AND HONGKONG.—Talthybius, Feb. 18; Ixion, March 11—both Blue Funnel.

To YOKOHAMA, KOBE, OSAKA AND DAIREN.—London Maru (also calls at Taku), Osaka Shosen Kaisha, Feb. 28.

To YOKOHAMA, KOBE AND SHANGHAI.—Arizona Maru, March 1; Africa Maru, March 7—both Osaka Shosen Kaisha.

To AUCKLAND, WELLINGTON, DUNEDIN AND LYTTELTON.—Golden Coast, Oceanic and Oriental Navigation Co., Feb. 19.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Aorangi, Feb. 5; Niagara, March 6—both Canadian-Australasian Line.

To WELLINGTON, MELBOURNE AND SYDNEY.—Wairuna, Canadian-Australasian Line, Feb. 24.

To PAPEETE, AUCKLAND, MELBOURNE AND SYDNEY.—Waiotapu, Canadian-Australasian Line, March 2.

To SYDNEY AND MELBOURNE.—Pacific Commerce, Australian B.C. Shipping Co., Ltd., March 15.

To BRISBANE, SYDNEY, MELBOURNE AND ADELAIDE.—Anten, Feb. 8; Boren, March 10—both Transatlantic SS.

To NEW ZEALAND PORTS.—Brookwood, Empire Shipping Co. Ltd., Feb. 15.

To MANCHESTER.—London Importer, Furness (Pacific) Ltd., Feb. 8; Paris City, Reardon Smith Line, Feb. 8.

To LIVERPOOL, SOUTHAMPTON, LONDON AND ROTTERDAM.—Loch Monar, March 1; Nebraska, March 12—both North Pacific Coast Line.

To HAMBURG, BREMEN AND ANTWERP.—Los Angeles, Feb. 7; Oakland, Feb. 28; San Francisco, March 14—all Hamburg-American Line; Eemdyk (also calls at Rotterdam), North Pacific Coast Line, Feb. 28.

To HAVRE, DUNKIRK, ANTWERP AND BORDEAUX.—Texas, French Line, Feb. 4.

To BARCELONA, MARSEILLES, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Cellina, Feb. 7; Leme, March 4—both Navigazione Libera Triestina.

To BAHIA BLANCA, BUENOS AIRES, MONTEVIDEO, ROSARIO AND SANTA FÉ.—Villanger, February; Hindanger, March—both Westfal-Larsen.

To PORT OF SPAIN, TRINIDAD, BRIDGETOWN AND BARBADOS.—Knudsen, Canadian Transport Co. Ltd., Feb. 14.

To PUERTO COLOMBIA AND TAMPICO.—Point San Pablo, Feb. 20 (also calls at Curacao and Kingston); Point Fernin (does not call at Tampico), March 6; Point Bonita (does not call at Tampico), March 15—all Gulf Pacific Line.

Note.—Firms who desire information concerning ocean mail services may have their names placed on the mailing list of the Post Office Weekly Bulletin by applying to the Post Office Department.

LISTS OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

Copper Bars and Rods Bounty Act.
Electricity and Fluid Exportation Act. Electricity Inspection Act.
Electric Units Act. Gas Inspection Act. Gold and Silver Marking Act.
Grain Act. Hemp Bounty Act. Inland Water Freight Rates Act.
Statistics Act. Weights and Measures Inspection Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents.)
Canada-West Indies Conference (1920). (Price 25 cents.)
Canada-West Indies Conference Report (1925). (Price \$1.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 10 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada \$3.50; single copies, 10 cents.
Czechoslovakia as a Market for Canadian Products (1927). (Price 25 cents.)
Denmark as a Market for Canadian Products (1926). (Price 25 cents.)
French-Canadian Homespun Industry.
Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)
Lumber Market of Japan (1926). (Price 25 cents.)
Markets of British Malaya (1923). (Price 25 cents.)
Markets of Central America (1929). (Price 25 cents.)
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1923). (Price 25 cents.)
Peru as a Market for Canadian Products (1926). (Price 25 cents.)
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)
Russian Trade (1916). (Price 25 cents.)
Sweden as a Market for Canadian Products (1928). (Price 25 cents.)
Switzerland as a Market (1929). (Price 25 cents.)
Trade of the African Sub-Continent (1923). (Price 25 cents.)
Trade of the New Countries of Southeast Europe (1921). (Price 25 cents.)
Trading Opportunities in Scandinavia (1922). (Price 25 cents.)
Trade Possibilities of the Baltic States (1929). (Price 25 cents.)
Trading with Colombia and Venezuela (1928). (Price 25 cents.)
Trading with Egypt (1921). (Price 25 cents.)
Trading with Greece (1921). (Price 25 cents.)
Trading with Spain (1926). (Price 25 cents.)
West Africa and its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.

Census of Canada.
Census of Prairie Provinces (1916).
Miscellaneous Statistics respecting the following: Criminal; Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones, water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures; Vital (annual and monthly).
Monthly Bulletin of Agricultural Statistics.
Sixty Years of Canadian Progress (1927). (Price 10 cents.)
Year Book of Canada.
Report of the Dominion Statistician, Annual.
Trade of Canada (Imports and Exports), Annual and Monthly.
Trade (Internal), including grain, live stock, coal prices, etc.

COMMERCIAL INTELLIGENCE SERVICE

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, B. Mitre 430, Buenos Aires. *Cable Address, Canadian.* Territory includes Chile and Uruguay.

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

Commercial Agent: B. Millin, The Royal Exchange, Sydney, N.S.W.

Belgium

Jean J. Guay, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.* (Territory includes Roumania, Bulgaria, Hungary.)

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Ed. Da "A Noite"—Sala 802, Praca Maua. *Cable Address, Canadian.*

British West Indies

Trinidad: R. T. Young. Address for letters—P.O. Box 125, Port of Spain. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*

Jamaica: F. W. Fraser, P.O. Box 225, Kingston. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, Bermuda, the Bahamas and British Honduras.) *Cable Address, Canadian.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—North China Daily News Building, 17 The Bund, Shanghai. *Cable Address, Canadian.*

Cuba

James Cormack. Address for letters—Apartado 1945. Office Address: Calle Obrapia 35, Havana, Cuba. (Territory includes San Domingo and Porto Rico.) *Cable Address, Canadian.*

France

Hercule Barré, 3 rue Scribe, Paris (9). *Cable Address, Cancomac.* (Territory includes French Colonies in North Africa, Egypt, Palestine, Syria.)

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Canadian.* (Territory covers Germany—except the Rhine Valley—Czechoslovakia, Austria, Poland, Esthonia, Latvia, Lithuania and Soviet Russia.)

Greece

Henri Turcot, 8 Metropole Street, Athens. (Territory includes Turkey.) *Cable Address, Canadian.*

Hongkong

Paul Sykes. Address for letters—P.O. Box 80. Office—Exchange Building, Hongkong. Territory includes South China, the Philippines, and Indo-China. *Cable Address, Canadian.*

India and Ceylon

Richard Grew, P.O. Box 2003, office, 8 Esplanade Mansions, Government Place East, Calcutta. *Cable Address, Canadian.*

Irish Free State

J. H. English, 66 Upper O'Connell street, Dublin *Cable Address, Canadian.*

Italy

A. B. Muddiman, Via Manzoni Nr. 5—Milan (102). *Cables, Canadian.* Territory includes Spain, Portugal, Gibraltar, Canary Islands, Malta, Italian Colony in Africa, Albania, Jugoslavia, and Cyprus.)

Japan

Tokyo: J. A. Langley, Commercial Secretary Address for letters, P.O. Box F. 101, Tokyo Central. Office, Imperial Life Assurance Building, Marunouchi, Tokyo. *Cables, Canadian.* Kobe: Acting Trade Commissioner. Address for letters, P.O. Box 230. Office, Chamber of Commerce Bldg., Kobe. *Cables, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. (Territory includes Central American Republics.) *Cable Address, Cancomac.*

Netherlands

J. C. Macgillivray, Beursplein 26B, Rotterdam. (Territory includes the Rhine valley and Switzerland.) *Cable Address, Canadian.*

Netherlands East Indies

G. R. Heasman, P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33. Auckland. Office, Yorkshire House, Shortland street, Auckland. *Cable Address, Canadian.*

Norway

F. H. Palmer, Jernbanetorget 4, Oslo. (Territory includes Scandinavian countries and Finland.) *Cable Address, Canadian.*

Panama

J. A. Strong, P.O. Box No. 222, Panama City (Territory includes Venezuela and Colombia.) *Cable Address, Canadian.*

Peru

G. R. Stevens, Calle Coca 478, Lima. (Territory includes Bolivia and Ecuador.) *Cable Address, Canadian.*

South Africa

C. S. Bissett, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

London: Harrison Watson, Canadian Building, Trafalgar Square, S.W. 1, England. *Cable Address, Sleighing, London.*

London: J. Forsyth Smith, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C. 2. *Cable Address, Canfrucum.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany and Spain.)

Liverpool: Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street. *Cable Address, Canadian.*

Bristol: Douglas S. Cole, Sun Building, Clare street. *Cable Address, Canadian.*

Glasgow: Gordon B. Johnson, 200 St. Vincent Street, Scotland. *Cable Address, Cantracom.*

United States

New York City: Frederic Hudd, 44 Whitehall street. *Cable Address, Cantracom.*

Chicago: R. S. O'Meara, Willoughby Tower, 8 S Michigan Avenue. *Cable Address, Canadian*

NOTE.—Bentley's Second Phrase Code is used by Canadian Trade Commissioners.

Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. James Malcolm, M.P.

Deputy Minister: F. C. T. O'Hara

Director, Commercial Intelligence Service: C. H. Payne

Published in English and French. Subscription Price for either edition: \$1 per annum in Canada (single copies 5 cents each); \$3.50 outside the Dominion (single copies 10 cents each). Remittances, which may be made by Post Office or Express Orders, or Drafts, or Cheques, payable at par in Ottawa; should be addressed to the King's Printer, Government Printing Bureau, Ottawa.

Vol. XLII

Ottawa, February 8, 1930

No. 1358

TABLE OF CONTENTS

	Page		Page
Australian Financial and Commercial Conditions.....	209	Trade of Panama in 1928.....	224
Steel Towers Replace Wooden Poles in Long-Distance Telephone Construction.....	211	Trade and Economic Conditions in China.....	226
North of England Business Conditions in 1929.....	212	Bulgarian Market for Agricultural Machinery.....	228
Market for Boat Oars in West of England.....	216	Import Trade of Kenya and Uganda	229
Clover Seed Situation in North of England.....	216	Tin Production in Bolivia.....	229
Market for Dairy Machinery in Scotland.....	217	Trade Expansion in Tanganyika ..	229
Canadian Participation in British Exhibitions and Fairs.....	218	Empire Forestry.....	230
Jamaica Sugar Industry Aid Law. Exports from Canada to United States: Correction.....	219	Irish Free State Pure Food Regulations.....	231
Dutch Hide and Leather Industries	220	Tariff Changes, Etc.—	
Economic Conditions in Cuba ..	222	French Tariff on Oats.....	233
Cuban Egg and Poultry Importations.....	223	Egyptian Tariff on Rubber Tires	233
		Cuban Duty Exemption on Seed Potatoes Expiring.....	233
		Change in Portuguese Duties on Codfish.....	233
		Foreign Exchange Quotations.....	234
		Trade Inquiries.....	235
		Sailings from Canadian Ports.....	236
		Commercial Intelligence Service.....	240

AUSTRALIAN FINANCIAL AND COMMERCIAL CONDITIONS

D. H. ROSS, CANADIAN TRADE COMMISSIONER

Melbourne, January 9, 1930.—To those interested in the progress of a sister Dominion, a review of Australian financial and trading conditions in 1929 conveys a rather discouraging impression, and especially so after a considerable period of apparent prosperity. The marked decrease in earnings of all the State-owned railways, large interest payments on loans raised in London, and a comparatively poor wheat crop, combined with a drastic reduction in wool values, were the chief contributing factors.

Australia is particularly dependent on favourable climatic conditions for primary production which comprises the bulk of the exports, besides providing payable freight for the railways. The generous rainfall in December over vast areas in all the States was acclaimed throughout the Commonwealth, for in some parts of the country it was the first rain experienced in seven years.

Importers in recent months have found considerable difficulty in meeting their trade commitments in London and other oversea sources of their supplies. It is stated that Australian banks in London are rationing their customers and thus curtailing the volume of exports to the Commonwealth. Further, both Commonwealth and State deficiencies in revenue have caused additional taxation which imposes more burdens on the commercial community.

During the year just closed there were a number of disastrous strikes, especially amongst timber workers and coal miners. That in the timber industry has practically ended with no material advantage to the men, while the coal miners' appeal to the High Court of the Commonwealth is—as this mail closes—under legal consideration. It is anomalous that a country which formerly exported large quantities of coal had in 1929 to import a number of cargoes from England for necessary railway supplies.

In 1930 both the Commonwealth and State Governments have the problem of exceedingly large loan conversions to meet, but fortunately the bulk of these adjustments are on internal loans (raised within the country), concerning which little difficulty is anticipated in effecting renewals.

Despite the stringent financial position, and much unemployment, it is claimed the Australian trade is fundamentally sound. There are no indications of large failures, nor any serious reductions in the values of investment stocks, and generally the large importing houses are not dependent on the assistance of banks. It is expected that depressed trading conditions will continue—with a curtailment of profits—throughout 1930, but if normal seasonal conditions are experienced, and with fair prices realized, the pessimism under which the year opened will disappear under an improved trading situation.

As emphasized in a recent report, and confirmed in subsequent interviews with a number of importers, the recent increase in the Commonwealth customs duties has caused much uncertainty as to landed costs of goods ordered prior to the enactment, hence oversea orders are for that—and other reasons—now being placed on a most conservative basis.

Following their old-established custom, the Australian stock exchanges closed on December 24—over the Christmas holiday season—and reopened on January 7. The Chairman of the Melbourne Stock Exchange, at the first call in 1930, reviewed their activities in the previous year, and discounted the prevailing pessimistic outlook by expressing the view that the investment demand for government stocks and bonds and sound industrials would continue without any marked reduction in values. He claimed that waves of depression were periodic in all countries, and, so far as Australia was concerned, the economic factors of temporary character were the cause. Since the exchange opened there has been an excellent demand for stocks and the extent of the business has, under the circumstances, been unexpectedly large, thus indicating that there is still considerable capital available for investment.

AUSTRALIAN CUSTOMS AND POST OFFICE REVENUE

The customs receipts for the month of December were £3,447,251 as against £3,713,723 in the same month in 1928. The receipts for the first six months (July to December) of the fiscal year were £23,115,352 as compared with £20,951,755 for the corresponding period of the last year, thus showing an increase of £2,163,597.

The postal revenue for December was £1,108,838 or £31,082 more than for the previous December. Over the six months £6,617,191 was received, and this is £352,052 more than the amount received during the corresponding part of last year.

AUSTRALIAN WHEAT AND FLOUR

Wheat.—The inactivity in oversea wheat markets has, during recent weeks, been reflected in Australia. The demand for export is limited, and few sales of magnitude are reported. The prices asked by holders of Australian wheat are considerably above export parity, and shippers are finding it extremely difficult to place parcels (or part cargoes) at the current rates.

To-day's price, on the basis of a bushel of 60 pounds, f.o.b. steamer at principal Australian ports, is given at 5s. 5d. (\$1.32).

Flour.—The principal milling companies advise that orders for Australian flour for export overseas are difficult to obtain. The business booked for January shipment is small, and much below the normal bookings for the month. However, despite the competition from French and other European flour in Egypt, the exports of Australian flour to that country in December were larger than to any other destination. Some large shipments were made towards the end of last month in view of arriving at Egyptian ports before the anticipated new customs duties become effective on February 16. The new duty will be a further handicap to Australian millers who have built up a very considerable export business to Egypt. The outlook for this season's flour is not at all promising, the only regular markets seeming to be in Java and Sumatra, to both of which markets exports have been well maintained for some time past. To-day's prices for standard quality flour, per ton of 2,000 pounds, f.o.b. steamer, main Australian ports are:—

Packed in sacks of 140 or 150 pounds gross	f10 15s. 0d.	(\$52.32)
Packed in hessian bags of 98 or 101 pounds gross	11 0 0	(53.53)
Packed in calico bags of 49 pounds gross	11 7 6	(55.36)

Freight Rates.—During the last month the freight rates on wheat and flour have only altered in a small reduction in the rates to South Africa. For parcels (part cargoes), to-day's quotations, on shipments of wheat during January, February and March, are as follows:—

Port Said, United Kingdom and Europe	25s. 0d.	(\$6.08)
Alexandria	27 6	(6.69)
South Africa	20 6	(4.99)

Flour in each instance is 2s. 6d. (61 cents) per ton higher. For full cargoes to any of the above destinations the rates would likely show some reduction.

STEEL TOWERS REPLACE WOODEN POLES IN LONG-DISTANCE TELEPHONE CONSTRUCTION

G. R. STEVENS, CANADIAN TRADE COMMISSIONER

Lima, January 15, 1930.—A British company with world-wide ramifications, which controls the postal and long-distance telephone concessions in Peru, have just definitely discarded wooden telephone poles in favour of steel towers for long-distance telephone construction. After exhaustive experiments they have decided that the steel tower is more economical, and they do not propose in future to import any quantities of wooden telephone poles.

In the past this company have imported wooden telephone poles of Scandinavian origin. They have usually bought fir poles 22 feet or 28 feet in length, with a minimum diameter of 5 inches and a maximum diameter of 6 inches at the top, and with a minimum diameter 5 feet from the butt of 7 inches. These poles are inspected in England before shipment, and must be free of cracks and knots. The price paid has been \$2.80 for the 22-foot poles and \$4.20 for the 28-foot poles f.o.b. British ports. These poles have been creosoted all over under pressure.

A number of factors have contributed to the decision to use steel towers. The rugged and irregular nature of Peru prevents long even stretches of transmission. Furthermore, post-hole digging is expensive in the rocky canyons of the "sierra." Also along the seashore a certain degree of sand-cutting occurs where the butt of the pole emerges from the ground. Finally, the transporta-

tion of wooden poles presents considerable difficulties in some parts of Peru due to the precipitous configurations.

The steel towers which are now being employed are 25 feet in height, and are manufactured according to specifications prepared by the engineers of the telephone company. They are completely galvanized, and are manufactured out of new steel, complying with British standard specifications. The bolts, nuts, washers, and other hardware are likewise of standard qualities, completely galvanized. The towers each weigh 233 pounds, and each piece is stamped with a distinctive mark or label for convenience in assembling. The tower is designed to sustain a horizontal pull at the top of 4 cwt. at right angles to any face of



the tower. The wind load provided for is 20 pounds per superficial foot of exposed surface, on 1.5 its projected area on any one side. The factor of safety provided for under the specified conditions of loading is $2\frac{1}{2}$.

These towers are not set in any particular base, but may be erected anywhere. The accompanying photograph shows the erection in progress. Four men can assemble a tower in about twenty minutes, and the same number can raise it without difficulty.

The price of this tower at present is £3 11s (\$17.19) each f.o.b. British ports. A certain number of these towers are being sold for other than telephone purposes in Peru.

(The full specification of these towers, together with details of various parts, may be obtained upon application to the Department of Trade and Commerce, Panama, quoting file No. 25897.)

NORTH OF ENGLAND BUSINESS CONDITIONS IN 1929

HARRY A. SCOTT, CANADIAN TRADE COMMISSIONER

Liverpool, January 18, 1930.—The Board of Trade returns for the past year show that the total value of British exports was greater than in 1927 and 1928. In certain of the main industries in the North of England—coal and steel, for example—increased activity was recorded. There was a further marked recovery in electrical engineering, and a smaller relative improvement in other general engineering and shipbuilding. On the other hand, the Lancashire cotton

trade passed through another year of unrelieved depression. The Yorkshire wool textile trade was also adversely affected by a protracted wages dispute.

Reference has been made in previous reports to the relative prosperity of the lighter industries in the South of England compared with the staple northern trades. The great exporting industries are chiefly located in the north, while the newer and "luxury" trades, as they are sometimes called, which are not so dependent on export business, have tended to locate in the south, nearer to the metropolitan area of London.

Important additions were made in 1929 to the list of business enterprises that have moved their headquarters from Liverpool to London. These include the White Star Line and the United Africa Company Limited. The latter organization was formed as a result of merging the interests of the African and Eastern Trade Comporation Limited and the Niger Company Limited, the two largest trading companies engaged in West African commerce. Both of these firms had, previous to this past year, maintained important buying and general executive offices in Liverpool, which has always held an outstanding position in trade with West Africa.

According to the latest annual review available, there was a slight increase in the tonnage of vessels using the port of Liverpool during the past year. Owing in part to the fact that labour at the docks is so largely of a casual nature, unemployment has continued at a high level, the latest record showing about 57,000 persons, the highest relatively to population of any of the large provincial cities in England. During 1929 conditions in the shipping industry proved generally satisfactory up till the late summer, fairly regular employment being obtained for most varieties of tonnage. This situation was assisted by the moving of good grain crops, particularly from the River Plate and Australia, but toward the latter half of the year unfavourable crop indications in North America affected the cargo market. During the closing months of the year acute depression prevailed in the general shipping trade.

LANCASHIRE COTTON INDUSTRY

The history of the past year in the Lancashire cotton industry has been one of failure to recover from its long-continued depression. The depression in the American spinning section spread during 1929 to the Egyptian branch, which turns out the finer quality goods, and which up till recently had been comparatively prosperous. During the summer, in addition to its financial and marketing problems, the cotton industry had also to contend with a brief stoppage of work caused by the employers enforcing a reduction of $12\frac{1}{2}$ per cent in wages. The dispute was settled after some three weeks by an arbitration court's award of a reduction of $6\frac{1}{4}$ per cent, and the Government subsequently appointed a committee of inquiry into the general state of the industry. Meanwhile, the export trade figures for the first eleven months of 1929 show a still further reduction below previous years, as indicated in the following table:

Exports of Piece Goods, in Millions of Square Yards, Eleven Months ending November

	1927	1928	1929
Grey	1,219.8	998.6	941.6
Bleached	1,251.8	1,252.0	1,209.4
Printed	530.3	507.9	448.5
Piece dyed	684.5	684.6	682.6
Yarn dyed	140.5	132.9	115.8
Total	3,827.0	3,576.0	3,398.0

As will be seen from the foregoing table, the falling off has been greatest in the grey cloths, which are the "bread and butter" of the coarser end of the trade.

Nothing could illustrate the condition of the Lancashire spinning trade more vividly than the returns to capital invested. According to press reports, during the past year almost £50,000,000 of loan capital brought no return to the holders, and it is understood that shareholders of some thirty-seven companies have been called upon during the last twelve months to replace large sums of capital lost in trading. Only sixty-eight companies paid any dividend, and the total disbursement was only equal to a return of 1.1 per cent of the whole of the share capital called up. This compares with an average of 2.5 per cent for the previous eight years. According to a recognized authority, compared with pre-war years Lancashire has lost about 33 per cent of her trade. Foreign competition is a prime factor, as other countries, notably Japan and India, have both increased their exports at the expense of the United Kingdom. Owing to the large amount of machinery idle in Lancashire, there is severe internal competition for the contracts available, and this has created inevitable losses to the producers concerned. Meanwhile the financial reorganization of part of the industry seems to be slowly progressing in the Lancashire Cotton Corporation, which since its formation about a year ago has acquired control over some seventy mills.

WOOL

The year 1929 was not a satisfactory one in the Yorkshire wool textile trade. The belief, widely entertained early in the year, that the slump in raw wool values had reached its limit was not borne out by events, with the result that a number of firms incurred losses. Machinery activity for both the woollen and worsted section has been about 72½ per cent of capacity. Exports of woollen and worsted tissues during the first eleven months of the last six years are indicated as follows:—

	Square Yards
1924..	201,867,200
1925..	164,776,200
1926..	151,002,600
1927..	155,854,100
1928..	158,218,000
1929	144,056,100

Unemployment was serious during the past year and was further hampered by a protracted and complicated wages dispute.

SHIPBUILDING

Taking the past year as a whole, on the Northeast Coast employment was better than in 1928, in which year there was a serious falling off in orders during the summer months, followed by a moderate boom in contracts for cargo tonnage in the fall period. During the latter months of 1929, in contrast with the previous year, new business was scarce, but toward the close a comparatively large number of tankers were ordered. This considerably relieved the situation. The returns from the river Tyne indicate that the total tonnage put into the water by six firms during 1929 amounted to over 284,000 represented by sixty-nine vessels, as compared with seventy vessels of 315,000 tons in the previous year. Figures issued by firms on the Tees show that more ships have been built on that river during the past year than at any time excepting 1918, and the immediate outlook is good. The Wear's output for 1929 is reported at fifty-eight vessels of approximately 245,000 tons, which is the best record since the boom year of 1920 and a very definite advance over 1928. The total tonnage for the Northeast Coast area for 1929 is given at over 731,000, representing 206 vessels, as compared with 152 vessels totalling 701,000 tons in 1928.

ENGINEERING

While certain branches have not enjoyed a good year, engineering generally seems to have improved during 1929. The continued activity among electrical equipment firms was the feature of the period, and a substantial export business has been done. The machine tool section has substantially improved its position, and it is satisfactory to note that the improvement is most marked in the heavier branches which have been so poorly employed for the past six or seven years. Marine engineering was also fairly well employed, and on the Northeast Coast considerable advance is reported in the development of internal combustion engines.

IRON AND STEEL

As far as the volume of steel production in the North of England is concerned, 1929 has been one of the best years since the war. The improvement is reflected in the employment returns, and prices have been better. Unfortunately, the financial results have not been equal to the increase in volume of business, as shown by the balance sheets of iron and steel companies which have been published in recent months. A considerable number of firms have had to submit to financial reconstruction, as a result of the keen domestic and foreign competition for the available business.

Production of pig iron on the Northeast Coast has been on a larger scale during 1929 than for some years, and although output did not reach anything like capacity, there was a decided improvement in the volume of business. In manufactured products, the heavy iron and steel industries of Teeside have been, on the whole, fairly well employed for the best part of 1929. The rebate scheme introduced two years ago has helped to keep orders at home, although not to the extent hoped for. The overseas demand for rails and constructional steel was a feature of the year, and improvement in the shipbuilding industry also helped to maintain production. Reports from the Sheffield steel area indicate that the heavy branches were busy until the fall months, when the output of some of the most important departments fell off. In special steels, however, business has been good.

The cutlery trades in Sheffield have enjoyed a normal year. One of the most active branches of this industry is in the production of safety razor blades, in which a large export trade is being done. This business has developed rapidly in recent years, and has to some extent balanced the trade lost in other classes of cutlery.

COAL

The coal industry was relatively much busier during 1929 than during any recent years. After making due allowance for the well-known economic problems that this industry has to contend with—including the fact that coal as a raw material is faced with increasing competition from other products—trade was brisk throughout the past year, and Northumberland and Durham districts experienced a steady demand for export. Several important foreign railway contracts were obtained during the year by shippers on the Northeast Coast, and there is no immediate sign of business falling off.

LACE TRADE

Fashion was favourable during 1929 to the Nottingham lace trade, with the result that medium-quality laces for women's garments were in good demand throughout the year. The curtain section of the industry—which did not begin the year well—improved during the summer months and the fall trade was satisfactory.

MARKET FOR BOAT OARS IN THE WEST OF ENGLAND

DOUGLAS S. COLE, CANADIAN TRADE COMMISSIONER

Bristol, January 17, 1930.—The Bristol Channel ports have long been active centres for the ships' stores trade.

The chief source of supply for boat oars, which are principally used in life-boats on freighters and tramps, is the United States. It is understood that there is a combine price imposed by the American firms controlling the output, but that recently Germany has entered the market. German firms import the necessary ash from the United States, make the oars in Germany, and export to the United Kingdom, under-selling the American producers. These oars are not made to any extent in England. One company in South Wales is understood to sell in the vicinity of 1,500 per annum.

PRICES

There are three different grades of oars. The principal consumption is in the middle grade, and the following table gives a delivered price into buyer's works. Terms are less 2½ per cent discount thirty days:—

Lengths Feet	1st Grade			2nd Grade			3rd Grade		
	Prices per Lineal Foot			Prices per Lineal Foot			Prices per Lineal Foot		
	s.	d.	Cents	s.	d.	Cents	s.	d.	Cents
6 to 8..	0	11	(22)	0	9	(18)	0	7	(14)
9 to 10..	0	11	(22)	0	9	(18)	0	7	(14)
11..	0	11	(22)	0	9	(18)	0	7	(14)
12..	1	0	(24)	0	10	(20)	0	8	(16)
13..	1	0	(24)	0	10	(20)	0	8	(16)
14..	1	1	(26)	0	11	(22)	0	9	(18)
15..	1	2	(28)	1	0	(24)	0	10	(20)
16..	1	3	(30)	1	1	(26)	0	11	(22)
17..	1	5	(34)	1	3	(30)	1	1	(26)
18..	1	8	(40)	1	6	(36)	1	2	(28)
20..	2	0	(48)	.....	.....	.....	.....	.....	.....
22..	2	6	(60)	.....	.....	.....	.....	.....	.....
24..	2	9	(66)	.....	.....	.....	.....	.....	.....

The sizes range from 6 to 24 feet, the lengths in greatest demand being 12, 14, and 16 feet. They are sold by the importers to the ships' stores traders per lineal foot.

POSSIBILITIES FOR CANADIAN MANUFACTURERS

Canadian manufacturers interested in the production of oars might communicate with the Bristol office, which will place them in touch with representatives or importers. German companies, as has been stated, are able to import ash and after manufacturing export to the United Kingdom at a profit. Canadian producers may be able to do the same. Attention is directed to the Trade Inquiry on page 236 of this issue.

RED CLOVER SEED SITUATION IN NORTH OF ENGLAND

GERALD A. NEWMAN, ASSISTANT TRADE COMMISSIONER

Liverpool, January 8, 1930.—The quantity of red clover seed imported into the United Kingdom from Canada has never been large—1,062 bushels in 1924, 1,631 in 1925, 215 in 1926, 1,042 in 1927, and 1,199 in 1928—while the present season is an unfavourable one for imports. Last year there was a large crop of red clover in England, and in anticipation of a short crop this year, there was a large carry over. However, contrary to all expectations the clover crop of 1929, although less than that of 1928, was by no means poor, and European crops have been good. The market has therefore been dull and import prices low.

SOURCES OF IMPORTS

Although clover for fodder is grown all over the United Kingdom, red clover for seed purposes is generally cultivated in the south of England, where climatic conditions are more suitable. Cutting usually takes place in late September. Poland, Chile, the United States, France, Hungary, and Czechoslovakia are among sources of imports.

PRICES

Prevailing prices are poor from all countries. English red clover, which is considered the best obtainable, has been selling at 45s. (\$10.94) per cwt. old crop and 65s. (\$15.81) new crop. Chilian began the season at 54s. (\$13.13) per cwt., went up to 56s. (\$13.62), and is now down to 54s. (\$13.13) again. Chilian prices are regarded as still too high for any large sales to be made. Polish seed has been selling from 38s. (\$9.24) to 45s. (\$10.94) per cwt. dodder free. A limited amount of Wisconsin seed has also been sold. A sample of Canadian of last year's crop from British Columbia, submitted recently to importers for inspection. Judgment being based solely on its appearance, it was graded as coming between Polish and Chilian red clover and capable of being sold in the neighbourhood of 45s. (\$10.94) to 60s. (\$14.60) per cwt. This price would in all probability have been higher had information as to the germinating qualities of this particular sample of seed been available. In tests that have been made of growing Canadian red clover in the United Kingdom, it is understood that good results have been obtained both in the quantity of clover produced and in the length of life of the plant.

BASIS OF SELLING

With the exception of Chilian red clover, which is sold on an f.a.q. basis, seed is bought on the basis of sample submitted. A good sample—one that will obtain the best market price—should have a purity of from 98 to 99 per cent and a germination of from 80 to 96 per cent. The seeds should be plump and of light colour. As red clover seed becomes older it becomes darker, and this change in appearance is reflected in the price. Another important factor is whether or not the red clover seed offered is an early or late flowering variety. The late flowering seed is worth considerably more than the early type. Germination and purity as well as type should be specified in the sample.

MARKET FOR DAIRY MACHINERY IN SCOTLAND

A. J. TINGLEY, ASSISTANT TRADE COMMISSIONER

Glasgow, January 21, 1930.—Modern pasteurizing equipment is slowly gaining ground in the larger dairies and among farmers' co-operatives in Scotland. Many of the larger dairies in Glasgow have during the past two years installed coil-vat pasteurizing plants. Several American machines have been introduced. It is essential, in order to effect sales in this market, that the machine should be on exhibition for demonstration purposes, and in the hands of an agent. American companies have their machines on display through their own agents, and Swedish and German firms also exhibit their machinery.

The manager of one of the largest co-operative dairies in Scotland, on looking through a catalogue of a well-known Canadian manufacturer of dairy equipment, stated that this firm would be well advised in securing an agency here and in placing some of their machines on display, but he laid strong emphasis on the fact that dairymen will not buy from catalogue.

The ordinary Canadian pasteurizer differs from the British product in being horizontal instead of vertical, but this difference in design should not affect

sales, as the recently sold American machines, which are of the horizontal type, are quite satisfactory. For the purposes of display and demonstration in this part of the United Kingdom, the annual show of the Highland and Agricultural Society of Scotland, which falls to be held at Dumfries during the last two weeks in July, presents undoubtedly the best opportunity. It is by far the largest event of its kind in Scotland, and is attended by thousands of farmers from all over the country. The corresponding English show, that of the Royal Agricultural Society, is held just previous to the Scottish show. Canadian manufacturers of dairy equipment who are interested in this market would find either or both these events an effective means of demonstrating their machines before a public that is vitally interested in them. It should be added that in this country the general machinery importer or agent does not handle dairy machinery to any extent. The better method is to sell to the dairies themselves, or to place the product in the hands of a capable agent. This office is in touch with a firm of agents and will be pleased to assist any Canadian firm in establishing a connection.

CANADIAN PARTICIPATION IN BRITISH EXHIBITIONS AND FAIRS

Mr. J. O. Turcotte, Canadian Exhibition Commissioner in London, has transmitted the following list of exhibitions and fairs in the United Kingdom during the present year at which the Exhibition Commission of the Department of Trade and Commerce will be represented:—

Birmingham Grocers', Bakers', Confectioners' and Caterers' Exhibition, Bingley Hall, Birmingham: January 14-25.

British Industries Fair, Olympia, London: February 17-28. (Also under the auspices of the Empire Marketing Board.)

British Industries Fair, Castle Bromwich, Birmingham: February 17-28.

Scottish Grocers' and Allied Trades Exhibition, Glasgow: March 4-15. (Under the auspices of the Empire Marketing Board.)

Daily Mail Ideal Homes Exhibition, Olympia, London: March 24-April 17.

Portsmouth Grocers' Exhibition, Portsmouth: March 26-April 5. (Under the auspices of the Empire Marketing Board.)

London Baking Trade Exhibition, Agricultural Hall, London: April 1-4.

Glasgow Empire Demonstration, Glasgow: April 14-26. (Under the auspices of the Empire Marketing Board.)

Grocers' and Allied Trades' Exhibition, Manchester: April 29-May 8. (Under the auspices of the Empire Marketing Board.)

Belfast Empire Exhibition, Belfast: May 10-17. (Under the auspices of the Empire Marketing Board.)

Nottingham Grocers' Exhibition, Nottingham: May 14-24. (Under the auspices of the Empire Marketing Board.)

London Ideal Holidays Exhibition, London: June 20-July 3.

Aldershot Command and District Horse Show, Aldershot: July 2-5. (Under the auspices of the Empire Marketing Board.)

Colchester Empire Exhibition, Colchester: July 4-10. (Under the auspices of the Empire Marketing Board.)

World's Poultry Congress, Crystal Palace, London: July 22-30. (Under the auspices of the Empire Marketing Board.)

Royal Dublin Society Agricultural Show, Ball's Bridge, Dublin: May 7-10.

Ideal Homes and Food Exhibition, Waverley Market, Edinburgh: October 18-November 1.

Bakers' and Confectioners' Exhibition, London: September 6-12. (Under the auspices of the Empire Marketing Board.)

International Grocers' Exhibition, London: September 20-26. (Under the auspices of the Empire Marketing Board.)

Imperial Fruit Show, Leicester: October 24-November 1. (Under the auspices of the Empire Marketing Board.)

JAMAICA SUGAR INDUSTRY AID LAW

F. W. FRASER, CANADIAN TRADE COMMISSIONER

Kingston, January 24, 1930.—The sugar industry all over the world has been passing through a period of depression, and the Jamaican industry has not escaped. During the latter part of the year this island was visited by a sugar commission appointed by the British Government to inquire into the causes of the existing state of affairs in the sugar industry, and, if possible, to suggest some way in which the industry might be placed in a more favourable position.

In anticipation of the visit of the sugar commission, and with a view to aiding the sugar industry in Jamaica over the present crisis, a law was passed by the Legislative Council, and assented to by the Governor on December 20, 1929, entitled "The Sugar Industry Aid Law, 1929," providing for a subsidy of £2 per ton for one year on sugar exported from this island.

Briefly, the law provides that from and after the passing thereof, not less than 80 per cent of the quantity of sugar manufactured by the vacuum pan process for the crop year 1929-1930 by each sugar manufacturer in this island shall be exported or sold for export and no part of such 80 per cent shall be allowed to be available for local consumption, provided that the Governor in Privy Council may by law permit a smaller proportion of the said crop to be exported.

That section of the law providing for the subsidy reads in part as follows:—

Whenever at the date of any sale of sugar for export by a sugar manufacturer the netting price of 96 degrees refining crystals if sold on that date to Halifax would be below £16 per ton f.o.b. Jamaica, the Treasurer shall upon the order of the Governor pay out of the public funds of this island to each sugar manufacturer in the island a sum per ton of his sugar crop manufactured in the sugar year 1929-30 which when added to the netting price on such sale shall bring the total up to £16 per ton, provided that the sum added shall not exceed £2 per ton.

Thus, with sugar selling in Halifax at a price of £14 per ton or less f.o.b. Jamaica, the full amount of the subsidy, or £2 per ton, would be paid out of the public funds to the manufacturer.

The law further provides for the appointment of a board called "The Sugar Board, 1929," to carry out the provisions of this law. The board has now been appointed by the Governor and is already functioning. No person may import sugar into the island except under licence obtained for the purpose from the Sugar Board.

The Governor is also empowered by law to fix from time to time the maximum retail prices at which the various grades of sugar may be sold in Jamaica during the crop years 1929-1930 and 1930-1931. The present maximum retail prices in Jamaica have now been fixed and published in the *Jamaica Gazette* as follows, per pound: refining sugar, 2d.; ordinary grocery, 2½d.; high-grade grocery, 3d.; white sugar, 3d.

Copies of this law are on file in the Department of Trade and Commerce, Ottawa, from whom they may be obtained on application by interested firms.

EXPORTS FROM CANADA TO THE UNITED STATES:

A CORRECTION

In the table of exports from Canada to the United States of principal commodities produced on Canadian farms or manufactured directly from such farm products, which was published in No. 1356 (January 25), p. 140, the years given for the month and three months, which read 1921 and 1922, should read 1920 and 1921.

DUTCH HIDE AND LEATHER INDUSTRIES

LESTER S. GLASS, ACTING TRADE COMMISSIONER

Hides

Rotterdam, December 23, 1929.—For centuries Holland has been known as a cattle-raising country. In the natural course of events an extensive industry gradually developed for the consumption of hides of domestic production, and to-day the Dutch hide and leather industry is highly developed and ranks among the premier occupations of the country.

As in so many of the primary industries, the co-operative movement has made itself felt in the Dutch hide industry. The butchers of Holland have formed for themselves a syndicate which goes under the name of the Amsterdam Hide Club. The object of this club is to sell hides of the cattle slaughtered by the members of the syndicate. The butchers select a board, which in turn looks after the administrative side of the society and appoints the executive officers. At monthly periods there are auctions at which hides from many parts of the world are sold. These hides are strictly graded in accordance with the regulations of the club and are sold on behalf of the members. The association has reached such a position that to-day its sales represent 75 per cent of all the hides produced in Holland and this percentage is gradually increasing. The value of the hides sold runs from 10,000,000 to 12,000,000 florins a year. It is estimated that some 60 to 70 per cent are purchased by foreign buyers. The remainder are for local consumption and much of the production in Holland which does not pass through the hands of the Hide Club is likewise consumed locally.

During the first ten months of 1929, 385,215 hides classed as cowhides, including heifers, oxen, bulls and cows, the latter being in the majority, and 252,154 calfskins, were sold by the society.

EXPORTS AND IMPORTS

As has been mentioned, a large proportion of the domestic production of hides is exported. In 1927 the total exports were 2,054 tons valued at 2,040,304 fl., as against 1,324 tons valued at 2,082,224 fl. in 1928. Against this, imports in these two years were 14,938 tons valued at 17,221,361 fl., and 14,470 tons valued at 22,180,369 fl., respectively. These figures include every type of raw-hide other than pelts of fur-bearing animals and lizards and birds.

Belgium is the principal source of supply for imports, contributing to the value of 12,537,485 fl., and 10,747,417 fl. in 1927 and 1928, respectively. Imports from the United States in 1927 stood at 1,790,131 fl., and at 1,095,753 fl. in 1928. South Africa is credited with 1,204,466 fl. in 1927, and in 1928 with 3,238,941 fl. Argentina and Brazil were the next largest sources of supply, imports in 1928 from these two countries amounting to 800,000 fl. These five countries together in 1928 accounted for 16,688,127 fl., whilst the balance of the importations, amounting to 5,492,242 fl., was divided among thirty-four other countries. Canada is not entered separately in the Dutch statistics, but is included under the heading "British Possessions in North America." Canadian statistics, however, show that in 1927 the value of the imports from Holland were nil, while in 1928 they amounted to \$14,606. The exports to Holland are also small—\$5,363 in 1927 and \$2,386 in 1928. Germany, Poland and France are the chief countries of destination for Dutch exports.

The figures for the first nine months of 1929 show very little change in the situation. Germany, France and the Central European countries still show a

preponderance of imports from Holland, and Belgium followed by South Africa accounted for the greatest percentage of exports to Holland. The imports from the United States have dropped to a low point, and for the first nine months of 1929 were less than 500,000 fl. Imports from the United States vary greatly, depending on world prices. Owing to the great home demand in the United States, there are periods when prices are quite uncompetitive with those of other exporting countries.

In 1926 a marked increase in the level of hide prices was apparent. By the end of 1927 this stood alarmingly high and there was apparently no drop until about the middle of February, 1928, after which there was a sharp decline of about 20 per cent, and conditions remained uncertain, although in the latter part of the year there was a slight increase. Prices during 1929 have been firmer.

Leather

In the Langstraat, a district in the province of North Brabant, the Dutch leather industry is principally located. The chamber of commerce for the Langstraat in Waalwijk is one of the most important in the Netherlands. All leather manufacturers and leather goods manufacturers are registered with this chamber.

The supply and prices of leather, and to a considerable extent therefore the demand, follow very closely in the wake of the hide market. Thus during 1928, when prices of the raw products were so unstable, leather fluctuated, and consumers were very hesitant about laying in stocks.

Prices continued on a lower level during 1928, and by the end of the year reached a point about 10 per cent below the prices for the same period of the previous year, and only about 25 per cent higher than pre-war. In fact, in many cases they were about 10 per cent higher. During 1929, however, a hardening of the market set in and prices began to soar, reaching their peak in November. The leather manufacturers of the Netherlands have concluded a permanent international agreement with the International Association of Tanners, but the attempts to maintain a constant price level have not been successful. The removal of the export prohibitions which have been in force in some countries, thus making it possible to secure raw materials at a lower price, has been of advantage to the industry.

Holland in 1927 imported 554,623 kg. (1,199,035 fl.) of vegetable-tanned sole leather. Germany was the main supplier, sending 161,496 kg. valued at 378,553 fl., followed by France with 55,904 kg. valued at 129,754 fl. In 1928 imports had fallen to 344,455 kg. valued at 799,748 fl.

Exports of bark-tanned leather are larger than the imports. In 1927 exports amounted to 816,814 kg. valued at 2,040,136 fl., and in 1928 to 469,649 kg. valued at 1,292,555 fl. Germany is the largest country of destination followed by Great Britain and Belgium. Canada in 1927 is credited with 958 kg. valued at 1,770 fl.

CHROME TANNED SOLE LEATHER

Neither the exports nor the imports of chrome tanned sole leather are important. Imports in 1928 were 22,169 kg. valued at 88,176 fl., of which 17,148 kg. valued at 74,391 fl. are credited to Germany. Belgium and France supplied the balance. Exports were 4,769 kg. valued at 15,342 fl. Germany, Belgium, and Norway were the destinations.

OFFAL

There is an important trade in Holland in offal; exports are nearly three times as great as the imports. In 1929 imports amounted to 299,629 kg. valued at 280,767 fl. as against exports of 720,698 kg. valued at 695,691 fl. In 1928 there was a slight increase in the imports, which rose to 338,362 kg. valued at 417,932 fl. The exports, on the other hand, owing to the high prices of all leather and leather products, decreased to 560,636 kg. valued at 694,717 fl.

Belgium supplied nearly three-quarters of the imports, and Germany and Great Britain between them made up the greater part of the remainder. Great Britain absorbed in 1928 by far the greater percentage of the exports—428,988 kg. valued at 493,080 fl.

LEATHER OTHER THAN SOLE LEATHER

As in the case of sole leather and of hides, the conditions in this branch of the leather trade suffered during 1928, and quantities exported were below the figure for 1927. The values, on the other hand, were considerably greater. Imports during 1928, however, showed a marked increase, both in quantity and value. Exports in 1927 were 1,987 tons (17,849,000 fl.) against 1,802 tons (18,681,000 fl.) in 1928; and imports 1,677 tons (13,208,000 fl.) and 1,684 (14,674,000 fl.) in the respective years.

While sole leather at the end of November, 1929, showed a very marked increase in prices over those ruling in 1928, upper leather, on the other hand, showed a tendency to remain fairly constant.

Canadian statistics show that in 1927 the value of upper leather exported to Holland was \$1,500. In 1928 the total reached \$11,446, and for all other leather n.o.p. \$135. Belgian and German competition is strong.

ECONOMIC CONDITIONS IN CUBA

JAMES CORMACK, CANADIAN TRADE COMMISSIONER

Havana, January 20, 1930.—The rejection of the proposed increase in the sugar tariff by the Senate of the United States is expected—for the time being at least—to stimulate domestic trade in Cuba, especially imports, as many merchants were reported to be holding off purchases fearing that the present cautious buying and decreased purchasing power might be further accentuated by a set-back to sugar, the principal industry of this republic.

The sugar mills commenced to grind on January 15. No operations are permitted before that date. Very few are unable to grind and few are sending their sugar to be ground at other centrals. Owing to the control exercised by the single sugar-selling agency in Cuba (the Cooperative Export Agency), some difficulty was recently experienced in getting the banks to finance the present crop operations, but the President of the Republic called a meeting of the bankers and the necessary accommodations have been promised.

Work is still being pushed forward by the contractors on the central highway, but financial stringency is having its effect on the development of other public enterprises. A cut of 15 per cent in the salaries of all civil servants (except the Army and Police) was made effective this month.

After sugar and tobacco, the winter tourist trade is Cuba's most valuable source of income, but this year so far it has been disappointing. Arrivals to date were reported to be about 50 per cent of last year's, and that despite the fact that steamship services were never better or more frequent. The Wall Street debacle is said to be the cause of the diminished traffic.

CUBAN EGG AND POULTRY IMPORTATIONS

JAMES CORMACK, CANADIAN TRADE COMMISSIONER

Havana, January 27, 1930.—A great deal of attention is being paid by the Cuban authorities to the diversification of agriculture. Great success has already been achieved in the improvement of the local poultry stock and in the education of breeders and farmers to its importance. Until recently the average hen in Cuba seldom weighed over 2 pounds. The importation of eggs in 1921 represented well over \$6,000,000. As the result of developing interest, and of the protection afforded by the new tariff, there has been a great shrinkage in the value of imports. In 1929 the United States, which is by far the largest source of supply, was credited in the Cuban statistics with \$565,712. During December of last year imports from that country totalled 4,971 cases (of 30 dozen each).

One of the largest egg dealers in Cuba stated to-day that prices could not be given on imported eggs, as the market was fully supplied with the local product. These cost, laid down in the warehouse, \$9.50 per case. Wholesalers charge \$10 to \$10.25 per case to the retailers, who sell them at from 20 to 30 cents per half-dozen.

The best opportunity at the present time is for exporters of good-laying stock, of setting eggs, and of chicken feed. The chicken feed have some special advantages over local feedstuffs—corn, carita beans, bananas, sunflower seed, and sweet potatoes—all of which can be raised on the farm at a cost of about a cent a pound. Leghorns, Rhode Island Reds, Australorps, Plymouth Rocks, and White Wyandottes are the stocks preferred. Breeding eggs from Canada are not unknown in this country; several shipments have been made from the R.O.P. Breeders' Association of British Columbia. Figures of imports of breeding poultry and eggs are not ascertainable.

DUTIES

There is not so high a duty on eggs stamped with the name of the country of origin as on those unstamped. Eggs from Canada pay:—

Stamped	10 cents per dozen or \$3.00 per case
Unstamped	15 cents per dozen or \$4.50 per case

From the United States the duties are:—

Stamped	8 cents per dozen or \$2.40 per case
Unstamped	12 cents per dozen or \$3.60 per case

The Cuban tariff does not differentiate between setting and eating eggs.

High-class breeding poultry are admitted free of duty if accompanied by:

- (1) A certified invoice from the farmer or breeder specifying the breed and stating that they are for breeding purposes.
- (2) The certificate must be legalized by a notary public, whose certificate in turn should be certified by the Cuban consul in Canada nearest the breeder.

TRADE OF PANAMA IN 1928

J. A. STRONG, CANADIAN TRADE COMMISSIONER

[Values in United States dollars]

Panama, R.P., January 20, 1930.—The value of total imports into the Republic of Panama in the calendar year 1928, exclusive of imports into the Canal Zone, was \$16,186,088 as compared with \$14,710,307 in 1927. Imports during the first half of 1929 were valued at \$9,889,442 as against \$8,049,648 and \$7,013,016 for the corresponding periods of 1928 and 1927 respectively.

The total exports from Panama in 1928 amounted to \$4,113,056, of which \$2,910,103 was represented by shipments of bananas. The visible unfavourable balance of trade therefore in 1928 was \$12,073,032. This figure is largely offset by purchases of imported merchandise—mainly perfumery, silks, and Panama hats—and other expenditures by tourists as well as the re-export of merchandise in the ordinary course. The value of the latter in 1928 was \$277,163, of which \$123,456 represented sales to ships transiting the Canal.

SOURCES OF IMPORTS

The following table shows the main countries of origin of goods imported into the Republic of Panama in 1927 and 1928:—

	1927	Percentage	1928	Percentage
United States	\$ 9,892,337	67.2	\$10,922,702	67.4
Great Britain	1,330,431	9.0	1,446,816	8.9
Germany	844,336	5.6	787,194	4.8
France	592,367	4.0	526,766	3.2
China	692,019	4.5	971,567	6.0
Italy	155,681	1.0	151,519	0.9
Spain	158,573	1.0	125,937	0.7
Holland	156,259	1.0	187,239	1.1
Belgium	117,489	0.7	131,403	0.8
Japan	160,884	1.9	147,820	0.9
All others	610,731		787,125	
Total	\$14,710,307		\$16,186,088	

CANADA'S EXPORTS TO PANAMA

As imports from Canada are for the most part credited to the United States in the official returns, Canadian figures showing principal items of export to Panama are given for the fiscal years (ended March 31) 1924, 1927, and 1928 as follows:—

	1924	1927	1928
Potatoes . . . . .	.....	\$ 23,546	\$ 48,090
Flour (wheat)	\$ 80,862	89,109	86,647
Candy (mainly chocolates)	1,366	2,454	2,018
Tea . . . . .	.....	2,557	1,516
Whisky	8,121	7,346	10,707
Hay	7,466	1,196	397
Codfish (dried)	41,872	59,343	55,028
Mackerel (pickled)	4,616	6,368	6,026
Salmon (pickled)	1,645	1,090	1,377
Herring (canned) . . . . .	.....	1,025	475
Salmon (canned)	4,065	6,838	9,515
Sardines (canned) . . . . .	.....	.....	2,317
Butter	4,057	2,014	1,026
Milk (condensed)	31,182	172,352	203,138
Rubber-soled shoes	43	1,398	1,305
Automobile tires . . . . .	.....	20,678	28,330
Inner tubes . . . . .	.....	4,415	5,400
Automobiles, all kinds	6,964	56,282	615,174
Cement	1,471	1,132	3,229
Pharmaceutical preparations	3,356	4,718	4,367
Douglas fir planks . . . . .	.....	5,495	14,251
All other products	9,562	34,374	24,484
Total	\$206,648	\$564,030	\$1,124,817

DETAILS OF IMPORTS INTO PANAMA IN 1928

Bacon and Hams.—Imports of bacon were valued at \$10,600 (United States \$10,387), and of hams at \$78,651 (United States, \$73,982; United Kingdom, \$2,919).

Sausages.—Imports, \$39,876: United States, \$38,703.

Pork, Salted.—Imports, \$72,258: United States, \$72,065.

Lard and Compounds.—Imports, \$241,041: United States, \$229,693; United Kingdom, \$4,264.

Butter.—Imports, \$126,507: United States, \$118,737.

Oleomargarine.—Imports, \$58,593: United States, \$42,834; Holland, \$14,230.

Milk, Condensed.—Imports, \$96,910: United States, \$91,813; Holland, \$3,333.

Milk, Evaporated.—Imports, \$191,985: United States, \$191,835.

Milk, Powdered.—Imports, \$23,583: United States, \$23,555.

Cheese.—Imports, \$76,056: United States, \$63,024; Italy, \$4,863; Holland, \$3,480.

Dried Cod.—Imports, \$43,199: United States, \$43,171.

Salmon, Canned.—Imports, \$48,181: United States, \$26,285; Canada, \$10,037; United Kingdom, \$11,858.

Sardines.—Imports, \$41,893: United States, \$19,961; Norway, \$17,007; Holland, \$1,700.

Eggs.—Imports, \$243,907, all from the United States.

Rolled Oats.—Imports, \$27,772: United States, \$27,687.

Rice.—Imports, \$665,072: China, \$653,142; Germany, \$7,039.

Flour (Wheat).—Imports, \$546,026: United States, \$546,026 (Canada's exports, \$87,647).

Malt.—Imports, \$69,003: Germany, \$40,712; United States, \$12,175; United Kingdom, \$3,000.

Potatoes.—Imports, \$91,505: United States, \$88,916; Holland, \$1,829.

Vegetables, Canned.—Imports, \$130,360: United States, \$114,008.

Pickles.—Imports, \$9,098: United Kingdom, \$5,210; United States, \$3,665.

Fruits, Canned.—Imports, \$44,625: United States, \$40,155; Chili, \$928.

Biscuits, Sweet.—Imports, \$75,503: United Kingdom, \$31,662; United States, \$38,182.

Biscuits, Ordinary.—Imports, \$27,158: United States, \$27,158.

Tomato Sauce.—Imports, \$4,319: United States, \$4,301.

Wines.—Imports, \$219,160.

Beer, Light.—Imports, \$94,678: Germany, \$52,681; Holland, \$18,432; United Kingdom, \$13,001.

Beer, Dark.—Imports, \$22,294: United Kingdom, \$19,285.

Whisky.—Imports, \$250,721: United Kingdom, \$242,588; Holland, \$6,014.

Mineral Water.—Imports, \$15,155: United States, \$7,974; Holland, \$2,448.

Ginger Ale.—Imports, \$6,210: United States, \$3,325; United Kingdom, \$2,787.

Chewing Gum.—Imports, \$28,960: United States, \$28,960.

Lumber, All Kinds.—Imports, \$281,137. (United States exports in 1927 were: Douglas fir, rough, \$36,247; Douglas fir, dressed, \$143,265; Southern pine, dressed, \$114,002; redwood, \$30,660).

Steel Bars.—Imports, \$123,767: United States, \$120,271; United Kingdom, \$2,080.

Iron Bars.—Imports, \$45,448: United States, \$12,423; Belgium, \$26,734.

Iron Sheets.—Imports, \$26,645: United States, \$22,034; United Kingdom, \$4,137.

Cement.—Imports, \$203,373: Germany, \$80,478; United States, \$44,893; Norway, \$46,569.

Zinc Whiting.—Imports, \$13,948: United Kingdom, \$13,820.

Varnish.—Imports, \$11,327: United States, \$11,078.

Enamel.—Imports, \$8,778: United States, \$7,704.

Oil Paints, Prepared in Oil.—Imports, \$79,770: United States, \$66,760.

Leather Footwear.—Imports, \$390,952: United States, \$338,287; Cuba, \$48,285; and Germany, \$1,380.

Rope.—Imports, \$12,154: United States, \$5,486; United Kingdom, \$5,294.

Rubber Tires.—Imports, \$242,315: United States, \$222,458; United Kingdom, \$12,555.

Wrapping Paper.—Imports, \$39,894: Germany, \$17,199; Sweden, \$6,444.

Newsprint.—Imports, \$72,226: United States, \$44,057; Sweden, \$10,092; Canada, \$2,369.

Enamel Goods.—Imports, \$61,125: Germany, \$32,433; United States, \$23,859; United Kingdom, \$1,643.

Nails.—Imports, \$22,946: United States, \$14,723; Belgium, \$6,723.

Oil Stoves.—Imports, \$9,959: United States, \$5,387; Germany, \$2,803.

Hardware, General.—Imports, \$71,200: United States, \$51,392; Germany, \$9,264; United Kingdom, \$9,116.

Aluminum Goods.—Imports, \$17,192: United States, \$11,055; Germany, \$4,291.

Automobiles.—Total imports are shown as from the United States and amounted to \$528,739.

PANAMA CANAL ZONE

Commissaries are operated within the Canal Zone for the sale of commodities of all kinds in demand to Canal employees. Purchases are made mainly through Washington, and American goods are purchased except in cases where a definite preference is expressed for a foreign article or the article is unobtainable at a reasonable price in the United States. Beef is purchased locally, supplemented by supplies from the Argentine and New Zealand, while Canada supplies the bulk of the dried codfish requirements. The commissary division in addition handles the bulk of the sales to ships passing through the Canal. Sales to vessels in 1929 amounted to \$1,703,986, an increase of \$274,339 as compared with the preceding year.

Purchases in 1929 as compared with 1928 and 1927 were as follows:—

	1927	1928	1929
Groceries	\$1,672,887	\$1,618,591	\$1,688,256
Candies			30,931
Hardware	565,982	419,412	494,128
Dry goods	1,174,818	1,140,098	1,262,837
Shoes	328,489	290,738	359,760
Tobacco	398,654	396,658	444,995
Cattle and hogs	445,852	394,417	538,486
Milk and cream	158,293	124,661	149,813
Eggs	230,689	232,128	254,327
Butter	326,082	261,035	303,233
Toys	34,585	36,415	34,125
Dressed beef	224,234	152,049	188,046
Total	\$7,356,407	\$7,301,400	\$8,004,007

SOURCES OF SUPPLY

United States	\$5,313,970	\$5,283,402	\$5,613,245
Europe and Orient	1,030,279	947,319	1,109,002
Central and South America	275,702	323,911	378,743
Beef (local)	440,150	468,524	620,837
Local	296,300	278,243	282,178

CANAL ZONE FOR ORDERS

Cargo may be shipped to the Canal Zone subject to the orders of the consignor or consignee after arrival, the Panama Railroad Company acting as warehousemen. This system was established in 1925 and continues in increasing use. Such cargo or parts of cargo may be withdrawn and delivered locally or forwarded as is desired. Approximately 100 different commodities were received in this way during 1929, and the volume of this cargo was 39,533 tons as compared with 26,864 tons in 1928.

TRADE AND ECONOMIC CONDITIONS IN CHINA

L. M. COSGRAVE, CANADIAN TRADE COMMISSIONER

Shanghai, January 9, 1930.—Though China has been passing through an extremely difficult period for the past few months, including not only civil disturbance in South and Central China, but guerilla fighting between Russian and Chinese forces along the borders of North Manchuria, the preliminary figures of the Chinese Maritime Customs for 1929 are very satisfactory. The revenue to the Central Government at Nanking in 1929 was 152,760,000 Haikwan taels (G\$91,656,000) as compared with 82,332,000 taels (G\$49,399,200) in 1928. The figures for 1929 are almost double those of the previous year and exceed all previous records. The new tariff rates that went into effect on February 1, 1929, and under which the duties on the whole were approximately doubled, are respon-

sible for the increase. As a result of the heavy fighting which has taken place in many provinces during the last six months of 1929, a number of ports of the interior have been negligible as revenue producers. From the data at hand it appears, however, that in the larger centres such as Shanghai, Tientsin, Dairen, Canton, and Hankow increases would have been shown even over normal conditions, and in smaller treaty ports the volume of trade has been maintained. The Chinese Government and the foreign interests concerned are well satisfied with these results.

The following table shows in round figures the customs collections for 1929 at the principal entry ports:—

	1929 G\$	1928 G\$
Harbin	1,867,200	1,411,260
Antung	2,274,600	1,386,600
Dairen	7,702,200	4,912,200
Newchwang	1,250,400	710,400
Tientsin and Chinwantao	9,810,600	5,750,400
Kiaochow	4,002,600	1,990,800
Hankow	4,957,800	3,070,200
Shanghai	41,665,200	20,195,400
Amoy	1,306,200	670,800
Swatow	1,756,800	1,004,400
Canton	3,669,000	1,844,400

It is encouraging to note that, despite the heavy drain on the Nationalist Government's exchequer for unexpected military expenditures, all foreign loan and indemnity obligations secured under customs revenue, including the service of the Reorganization Loan, have been met in full. The cost in silver of the above gold obligations, it should be noted, was 65,000,000 Shanghai taels (G\$39,000,000), as compared with 57,000,000 (G\$34,200,000) in 1928—an extra charge on the Chinese customs revenue of approximately 8,000,000 taels (G\$4,800,000) due to the prevailing unfavourable rate of exchange. The service, both interest and redemption, of all domestic loans secured on cancelled indemnities and additional duty has been made or provided for in full, as have also those domestic loans which were secured on the old 5 per cent customs revenue surplus.

Shanghai retains its position as the chief entry port into China with approximately 45 per cent of the total collections. Tientsin has regained its former place as the second port of entry, followed by Dairen. Hankow, Canton, and Kiaochow show equally satisfactory gains, despite particularly troubled conditions in the immediate vicinities of these three ports.

At the time of writing, however, trade, particularly as affecting imports, is practically at a standstill owing to the continued and increasingly serious drop in the value of silver, which is the chief medium of currency throughout China, the drop in the last two months varying from 15 to 20 per cent, which has made forward purchases of foreign goods practically impossible and has seriously embarrassed scores of import firms who were not prepared for this situation and who have been forced to pay for imports arriving at a rate which involved heavy losses. Buying of all commodities, even including necessities, is on a hand-to-mouth basis, even with stocks throughout the interior very low, and with no hope of replacement on a profit-paying basis. In addition, exporting firms are unable to take full advantage of the exchange situation due to internal difficulties in transport and banking, which, combined with the import situation, creates an extremely depressed market in all industrial and commercial matters. Merchants find it impossible to consider new offerings in any commodities as a result of the dislocated exchange situation, and no improvement is expected before the Chinese New Year, in early February.

The serious drop in silver is chiefly ascribed to the fact that China is practically the only silver user among important world markets, now that India is

on a gold basis and Japan is officially lifting its gold embargo on January 15. This situation, added to the fact that silver-producing countries are suffering from over-production, has materially helped to make the present outlook in China exceedingly difficult to analyse.

It has been estimated that silver to the value of over 200,000,000 taels (G\$120,000,000) is at present held in Shanghai, which cannot find circulation throughout the interior due to the continuous fighting and dislocation of trade in the chief provinces of Central and South China.

One hopeful sign at the moment is the official announcement of the cessation of fighting in Manchuria, and the amicable arrangement which has been reached in regard to the Chinese Eastern Railway between the Russian and the Manchurian authorities. Russian employees are now being reinstated and through traffic on the Trans-Siberian Railway is expected to commence within the next two weeks. Goods are now being freely moved, and refugees from the farming districts in Manchuria are returning to their homes.

No difficulty is being experienced in obtaining clearance of shipments from foreign countries to the main treaty ports, and with financial safeguards, shippers from abroad continue to forward goods with full confidence. In so far as Canadian products are concerned, though there has been a slackening of demand in the main commodities which ordinarily at this time of year are bought throughout China in substantial quantities, growing interest is being manifested in the possibilities for new Canadian lines.

BULGARIAN MARKET FOR AGRICULTURAL MACHINERY

It is reported by the *Bulgarian British Review* (Sofia) that energetic measures are being taken by the Ministry of Agriculture with a view to increasing the crops throughout the country both in quality and quantity by the use of modern methods of cultivating the soil, deep ploughing, fertilizers, etc. During 1929 there has been a tendency on the part of more enlightened agriculturists to adopt tractors and other modern machinery and results have been entirely satisfactory. The first tractor to be introduced into Bulgaria was a British make and was followed by two American tractors. After seeing the results of the working of these mechanical appliances, a number of other American and Continental makes were introduced. Experience has shown that the small type tractors are the most suitable for Bulgarian conditions, particularly those fitted with caterpillar wheels.

It is estimated that there are 3,000 tractors in the country and the annual import varies between 500 and 700 machines. With the growing demand, in the next few years the number will rapidly increase. This also applies to other classes of machinery, such as seeders, reapers and binders, threshing machines, cultivators, etc., which can be employed together with tractor power. As a large percentage of the buyers own only small parcels of land, they also use the tractor for other purposes so that there are openings for such machines as chaff cutters, seeders, mowing machines, threshers and various other machines which can be driven by this power.

From competent sources it is estimated that there is a possibility of placing in Bulgaria during the next ten years over 30,000 tractors. With the intensive employment of this modern implement at least 50 per cent more ground can be prepared and deep ploughing adopted. With other modern machines, especially seeders which will distribute the seed consistently, as experiments have already proved, the yield per hectare will be at least 30 per cent greater in both quality and quantity than by the present primitive methods employed.

Threshing machines have been employed in the country for over thirty-five years and are generally owned by a small syndicate of farmers who make use of them in turn. The first threshers introduced were the products of two British firms, and they are very popular in Bulgaria. Other manufacturers include Hungarian, Austrian and German. The conditions of payment are usually on credit for from two to three years, or to cover a period of three crops. The maximum number of threshing machines which can be placed is estimated at 6,000 to 7,000. The policy of the Bulgarian Government, through the Agricultural Faculty of the University, is to arouse interest amongst the rising generation and introduce the new methods gradually.

IMPORT TRADE OF KENYA AND UGANDA

H.M. Trade Commissioner in East Africa reports that during the first eight months of the current year home consumption imports amounted in value to £5,223,751, as compared with £4,921,088 in the period January-August, 1928. Of this amount Great Britain supplied £1,947,054, or 37 per cent of the total, as against £1,888,836, or 38 per cent, in the first eight months of 1928; the United States, £724,295, or 14 per cent (£663,352, or 13 per cent); India, £498,233, or 10 per cent (£539,627, or 11 per cent); Japan, £330,985, or 6 per cent (£265,680, or 5 per cent); Holland, £298,924, or 6 per cent (£301,943, or 6 per cent); and Germany, £276,215, or 5 per cent (£244,360, or 5 per cent).

It should be stated that home consumption imports exclude Government goods and specie, also produce of Tanganyika Territory, valued at £546,505, in the period January-August last, as against £588,149 in the corresponding period of 1928, included for subsequent re-exportation.

TIN PRODUCTION IN BOLIVIA

In spite of the fall in the price of tin most of the mines in Bolivia continue working, but buyers of small parcels of "barrilla," or dressed tin, are giving up this business because of the small margin of profit. The Government is trying to induce the railway companies to reduce freights on mining supplies and ore. A proposal to reduce wages by one-third will probably be agreed to. Miners' wages are from 3s. to 7s. 6d. a day, and living conditions are generally very uncomfortable at the mines, and the price of food very high. All the mines are situated at high altitudes, over 12,500 feet, and climatic conditions are generally bad.

It is hard to obtain reliable figures as to costs of tin production, but on a fairly accurate estimate the big mines can produce and make a profit with standard tin at about £160 a ton, and the smaller mines at about £180, while many smaller mines poorly equipped and with old machinery cannot make a profit with tin under £200 a ton.

TRADE EXPANSION IN TANGANYIKA

Trade and general conditions in Tanganyika Territory were reviewed at length by the Governor, Sir Donald Cameron, at the recent opening of the Legislative Council at Arusha, writes a correspondent of the *London Times Trade Supplement*. Reference was made to the great progress achieved in the Northern Province during recent years, due to the endurance and enterprise of the European settlers, and stimulated by the decision taken in 1926 to extend the railway to Arusha.

In outlining trade expansion which had taken place since 1922, Sir Donald said both imports and exports had trebled, and the total trade of the country had increased from £3,000,000 per annum to over £9,000,000. These figures

were regarded as satisfactory, and although similar progress was not anticipated during the next five years, there would be an advance. The Governor went on to point out that he had regarded the trade figures during the past nine months with some apprehension in view of market weakness, locust destruction, and the resultant expected decrease in exports.

But exports had been maintained despite decreases of £40,000 in coffee, £60,000 in groundnuts, and £42,000 in grain, a fact which showed that the country's trade was diversified and not dependent on one or two industries. In 1929 imports had increased by 15 per cent, which was gratifying as the increases were in such useful commodities as machinery, corrugated iron, and motor cars. Railway development was touched upon, and reference was made to the steps being taken to make use of the opportunities afforded under the Colonial Development Fund.

Intimation had been received, it was stated, that the Imperial Treasury had agreed to the construction of a railway from the Central Line to Nyaramba.

In discussing the question how railway facilities could be afforded to the great stretch of territory lying below the Central Tanganyika Line in the Iringa Province, the Governor said the position had been examined by an expert, and Sir Donald suggested for consideration by the Legislative Council the appointment of a very strong commission for the purpose of presenting a case to the Imperial Treasury and asking for the financial assistance required.

EMPIRE FORESTRY

The excessive inroads made into the world's timber resources by the extraordinary demands during the war period and by the vast rebuilding and housing schemes since carried out, have occasioned no little anxiety as to the future of timber supplies, and during the last decade timber-producing countries have appreciated more than ever before the vital necessity of adopting policies which will make for the conservation of their present supplies.

The British Empire, which contains about one-sixth of the world's supply of accessible coniferous timber and a good proportion of its hardwood, is necessarily vitally interested in maintaining, and extending, its forest resources, and it is satisfactory to note that in recent years steady, but nevertheless sure, progress has been made in this direction. In regard to softwood resources—a very large proportion of which enters into the pulp and paper industry as well as the timber trade—there has been most encouraging progress, nearly all parts of the Empire now being fully alive to the need for conserving and augmenting their supplies, and in some countries conspicuous success has attended the planting of exotic trees, which, if continued, will in years to come furnish a supply of valuable timber hitherto imported from other countries. Increasing areas of forest land in the tropical colonies are being set apart as forest reserves, and surveys are in progress as to the nature and size of the various stands of timber and in regard to the possibilities of planting on land which is poor from an agricultural point of view.

Increased attention is also being paid to forest management by the various forest departments, and there is a growing appreciation of the necessity for silvicultural research—silviculture is ultimately the basis of all true forestry—and the acquirement of other knowledge which is of importance in sustaining and increasing the yield of timber. The work of the British Empire Forestry Conference, the fourth of which will be held in South Africa in 1933, has been primarily responsible for promoting and encouraging the development of progressive forestry policies in the various parts of the Empire, and the Imperial Forestry Institute and the well-equipped Forest Products Laboratory, which is now doing useful work at Princes Risborough, as well as the activities of the British Empire Forestry Association, should give further impetus to the present movement for safeguarding Empire timber supplies.

IRISH FREE STATE PURE FOOD REGULATIONS

JOHN H. ENGLISH, CANADIAN TRADE COMMISSIONER

Dublin, January 14, 1930.—It was reported in *Commercial Intelligence Journal* No. 1275 (July 7, 1928) that on and after October 1, 1928, by an order issued by the Irish Free State Minister of Public Health, the use of certain preservatives and colouring matter in foodstuffs was prohibited. The order has now come into complete operation, and it is considered advisable to again bring the matter to the attention of Canadian exporters.

The regulations prescribed for the carrying out of the order follow closely on those adopted by the United Kingdom. It is provided that no person shall manufacture for sale, sell or import for sale any article of food which contains any added preservative or added colouring matter of the following substances:—

Metallic Colouring Matters

Compounds of any of the following metals:—

Antimony	Copper
Arsenic	Mercury
Cadmium	Lead
Chromium	Zinc

Vegetable Colouring Matter

Gamboge

Coal Tar Colours

Picric acid (carbazotic acid)	
Victoria yellow (saffron substitute; dinitroresol)	
Manchester yellow (naphthol yellow; martius yellow)	
Aurantia (imperial yellow)	....
Aurine (rosolic acid; yellow coralline)	

However, the following articles of food may contain preservative of the nature and in the proportion specified:—

Food	Preservative	Parts per Million
Sausages and sausage meat containing raw meat, cereals and condiments	Sulphur dioxide	450
Fruit and fruit pulp (not dried) for conversion into jam or crystallized glaze or cured fruit as defined in items 6 and 7—		
(a) Cherries	Sulphur dioxide	3,000
(b) Strawberries and raspberries	Sulphur dioxide	2,000
(c) Other fruit	Sulphur dioxide	1,500
Dried fruit—		
(a) Apricots, peaches, nectarines, apples and pears	Sulphur dioxide	2,000
(b) Raisins and sultanas	Sulphur dioxide	750
Unfermented grape juice and non-alcoholic wine made from such grape juice, if labelled in accordance with the rules contained in the Second Schedule to these Regulations	Benzoic acid	2,000
Other non-alcoholic wines, cordials and fruit juices, sweetened or unsweetened	Either—	
	(a) Sulphur dioxide or	350
	(b) benzoic acid	600
Jam (including marmalade and fruit jelly prepared in the way in which jam is prepared)	Sulphur dioxide	40
Crystallized glaze or cured fruit (including candied peel)	Sulphur dioxide	100
Fruit and fruit pulp not otherwise specified in this schedule	Sulphur dioxide	350

Food	Preservative	Parts per Million
Sugar (including solid glucose) and cane syrups . . .	Sulphur dioxide	70
Cornflour (maize starch) and other prepared starches . . .	Sulphur dioxide	100
Corn syrup (liquid glucose)	Sulphur dioxide	450
Gelatine	Sulphur dioxide	1,000
Beer	Sulphur dioxide	70
Cider	Sulphur dioxide	200
Alcoholic wines	Sulphur dioxide	450
Sweetened mineral waters	Either—	
	(a) Sulphur dioxide or	70
	(b) benzoic acid	120
Brewed ginger beer	Benzoic acid	120
Coffee extract	Benzoic acid	450
Pickles and sauces made from fruit or vegetables . .	Benzoic acid	250

The regulations prohibit the importation or sale of cream which contains any thickening substance and forbids the offering for sale or recommending the use of a preservative of or colouring matter for any article of food.

LABELLING

The regulations also provide that the following articles of food containing preservative be labelled: Sausages, sausage meat, coffee extract, pickles and sauces, and (when the proportion of benzoic acid exceeds 600 parts per billion) grape juice and wine.

The label, which is to be in substantially the following form, must be securely affixed to the article, container or wrapper, and in the case of articles bearing a name-label or trade mark, etc., the declaration must be printed as part of such label.

..... CONTAIN (S)

PRESERVATIVE

The label declaration is completed by adding the word "This" or "These" followed by the name of the food as indicated in the list above, as for example "These pickles contain preservative." In the case of grape juice or wine there is to be added to the above declaration the words "and is not intended for use as a beverage."

The order further provides that the declaration is to be printed in dark block type upon a light coloured ground within a surrounding line and no other matter is to be printed within the enclosed space. The size of the type used is not to be less than one-eighth of an inch in height, or, in the case of wine or grape juice where the regulations apply, not less than one-sixteenth of an inch in height. No comment on or explanation of the prescribed declaration is to be placed on the label, wrapper or container of the article.

The provisions of section 16 of the Merchandise Marks Act, 1887, as follows, must also as formerly be complied with if the label bears the name of a dealer or merchant in the Irish Free State:—

All goods of foreign manufacture bearing any name or trade mark being or purporting to be the name or trade mark of any manufacturer, dealer or trader in the Irish Free State unless such name or trade mark is accompanied by a definite indication of the country in which the goods were made or produced are prohibited to be imported.

TARIFF CHANGES AND CUSTOMS REGULATIONS

French Tariff on Oats

Mr. Maurice Bélanger, Assistant Trade Commissioner in Paris, reports that a law was passed on January 18 by the French Government applying a higher rate of customs duty on oats, oatmeal and potatoes. The provisions of this law are to take effect immediately.

The following table establishes a comparison between the previous and the new rates on oats and oatmeal:—

Item	Previous Rate	New Rate
	Frs. per 100 Kg.	Frs. per 100 Kg.
69 Oats—		
In the grain	15.00	21.00
Crushed grain and bran meal containing not more than 10 per cent of meal	22.50	31.50
Meal	25.00	35.00

The general and minimum rates of duty are identical on these products.

Oats in sheaves pay the rate of 15 francs per 100 kilos on 30 per cent of their weight.

The value of the French franc is approximately 4 cents in Canadian money and 100 kg. equals 220·4 pounds.

Egyptian Tariff on Rubber Tires

With reference to the report in *Commercial Intelligence Journal* No. 1355 (January 18, 1930, page 122), a copy of the complete Egyptian customs tariff has since been received which contains the appended item from which it appears that the duty on rubber tire casings is 400 piastres and not 200 piastres.

Item No.	Proposed Rate of Duty
367 Rubber tires for vehicle wheels—	
(a) Solid tiresper 100 kg. net	200 piastres \$4.55 per 100 lbs.
(b) Pneumatic tires, outer covers, inner tubes, etc...per 100 kg. net	400 piastres \$9.10 per 100 lbs.

Cuban Duty Exemption on Seed Potatoes Expiring

Mr. James Cormack, Canadian Government Trade Commissioner at Havana, writes that seed potatoes arriving in any ship which reaches the first Cuban port after February 15, 1930, will not be entitled to enter under Section A of Item 260 of the tariff, which admits importation free of duty of certain varieties of seed potatoes mentioned in Presidential Decree No. 1487 of September 10, 1929. The varieties specified in the decree were "Bliss Triumph," "Red Bliss," "Green Mountain," "Irish Cobbler," "Wyoming," "Nebraska," and "Prince Edward."

Change in Portuguese Duties on Codfish

Mr. A. B. Muddiman, Canadian Trade Commissioner in Milan, writes under date January 13 that the Portuguese customs duty, effective January 6, on dried codfish from most-favoured nations (including Canada) has been increased from 10 reis to 15 reis gold per kilo. Certain import taxes on an ad valorem basis, however, have been removed and the total duties are almost the same, these being equal at current exchange to 84 Canadian cents per English hundred-weight. It is an advantage for shippers that the half per cent of the consular tax on manifested goods has been removed. Consular invoices are now issued at ten shillings each, irrespective of the value of the merchandise.

BRITISH TRADE COMMISSIONERS IN CANADA

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada are invited to communicate with the under-mentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 1111 Beaver Hall Hill, Montreal, Que. Telegraphic address: "Britcom."

The British Trade Commissioner (for Ontario), 901-902 Bank of Hamilton Building, Toronto, Ont. Telegraphic address: "Toroncom."

The British Trade Commissioner (for Western Canada), 18 Commerce Building, Vancouver. Telegraphic address: "Vancom."

The Officer-in-Charge (for Manitoba and Saskatchewan), British Trade Commissioner's Office, 703 Royal Bank Building, Winnipeg. Telegraphic address: "Wincom."

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING FEBRUARY 3

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending February 3, 1930, with the official bank rate. Quotations for the week ending January 27, 1930, are also given for the sake of comparison.

Country	Unit	Parity	Nominal Quotations in Montreal Week ending Jan. 27	Nominal Quotations in Montreal Week ending Feb. 3	Official Bank Rate
Austria	Schilling	.1407	\$.1440	\$.1440	7
Belgium	Belga	.1390	.1408	.1407	3½
Bulgaria	Lev	.0072	.0072	.0072	10
Czechoslovakia	Krone	.....	.0299	.0299	5
Denmark	Krone	.2680	.2704	.2703	5
Finland	Markka	.0252	.0254	.0254	7
France	Franc	.0392	.0397	.0396	3
Germany	Reichsmark	.2382	.2416	.2414	6½
Great Britain	Pound	4.8666	4.9189	4.9153	5
Greece	Drachma	.0130	.0131	.0131	9
Holland	Guilder	.4020	.4063	.4055	4
Hungary	Pengo	.1749	.1769	.1768	7
Italy	Lira	.0526	.0529	.0529	7
Jugo-Slavia	Dinar	.1930	.0179	.0178	6
Norway	Krone	.2680	.2701	.2700	5
Portugal	Escudo	1.0805	.0454	.0454	8
Roumania	Leu	.0060	.0060	.0061	9
Spain	Peseta	.....	.1312	.1344	5½
Sweden	Krona	.2680	.2714	.2712	4½
Switzerland	Franc	.1930	.1953	.1950	3½
United States	Dollar	1.00	1.0110	1.0106	4½
Argentina	Peso (Paper)	.4244	.4069	.4017	..
Brazil	Milreis	.1196	.1150	.1149	..
Chile	Peso	.1217	.1219	.1219	6
Colombia	Peso	.9733	.9782	.9777	9
Mexico	Peso	.4985	.4743	.4780	6-7
Peru	Libra	4.8666	4.0342	4.0323	7
Venezuela	Bolivar	.1930	.1946	.1945	..
Uruguay	Peso	1.0342	.9403	.9247	..
Cuba	Peso	1.0000	1.0006	.9993	..
Java	Guilder	.4020	.4057	.4052	5½
Shanghai	Tael	.....	.4979	.4952	..
India	Rupee	.3650	.3677	.3688	7
Japan	Yen	.4985	.4979	.4971	5.48
Siam	Baht (Tical)	.4424	.4575	.4573	..
Straits Settlements	Dollar	.5678	.5687	.5677	..
Jamaica	Pound	4.8666	4.9164	4.9141	..
British Guiana	\$	1.0000	1.01¼—1.02⅞	1.01¼½—1.02¼½	..
Barbados	\$	1.0000	1.01¼—1.03	1.01¼½—1.02¼½	..
Trinidad	\$	1.0000	.0392	.0397	..
Other British West Indies	\$	1.0000	.0397	.0397	..
Martinique	Franc	.0392	.0397	.0397	..
Guadeloupe	Franc	.0392	.0397	.0397	..

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Second Phrase Code.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT KINGSTON, BELLEVILLE, PETERBOROUGH, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.); AND THE MARITIME PROVINCES TRADE COMMISSION, TORONTO.

Canadian exporters should, for follow-up purposes, send a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which it emanated.

Foodstuffs

147. HONEY.—A Copenhagen firm of agents wish to represent a Canadian exporter of honey.

148. APPLE JUICE.—A firm in Leith, Scotland, want to be put in touch with manufacturers of concentrated apple juice.

149. CANNED FRUIT.—A Copenhagen firm of agents wish to represent Canadian exporters of canned fruit.

150. CANNED FRUIT.—A Stockholm agent wishes to represent a Canadian exporter of canned fruit.

151 and 152. CANNED LOBSTER.—Two Copenhagen firms of agents wish to represent a Canadian exporter of canned lobster.

153. CANNED LOBSTER.—A Gothenburg firm of agents wish to represent a Canadian exporter of canned lobster.

154. CANNED LOBSTER.—A Stockholm agent wishes to represent a Canadian exporter of canned lobster.

155. CANNED LOBSTER.—A Stockholm firm of agents wish to represent a Canadian exporter of canned lobster.

156. SALTED SALMON.—A Stockholm firm of agents wish to represent a Canadian exporter of salted salmon in barrels.

157. CANNED SALMON.—A Stockholm agent wishes to represent a Canadian exporter of canned salmon.

158. CANNED SALMON.—A Gothenburg firm of agents wish to represent a Canadian exporter of canned salmon.

159 and 160. CANNED SALMON.—Two Copenhagen firms of agents wish to represent a Canadian exporter of canned salmon.

161. WHEAT; WHEAT FLOUR; TINNED SALMON.—A firm in Bogota, Colombia, wish to be placed in touch with Canadian exporters of these products, with the object of representation on a commission basis, and possibly to purchase outright.

Miscellaneous

162. REPRESENTATION.—A New York export and import house, with wide connections in South America, wishes to establish connections with Canadian manufacturers.

163. BICARBONATE OF SODA; SODA POWDER.—A commission agent in Cuba desires to represent a Canadian exporter of bicarbonate of soda and soda powder.

164. CHEESE CLOTH.—A commission agent in Havana desires to obtain a connection with a Canadian exporter of cheese cloth, suitable for use in covering tobacco plants in the fields as protection against insects.

165. NEWSPRINT.—Athens commission agent is open for representation of exporter of newsprint in rolls.

166. PAPERS.—A firm in Bogota, Colombia, wish to be placed in touch with Canadian exporters of papers for printing, writing, and for books, with the object of representation on a commission basis, and possibly to purchase outright.

167. WALLPAPER.—A firm in Bogota, Colombia, wish to be placed in touch with Canadian exporters of wallpaper, with the object of representation on a commission basis, and possibly to purchase outright.

168. MEN'S AND BOYS' SHOES.—A firm in Bogota, Colombia, wish to be placed in touch with Canadian exporters of men's and boys' shoes, with the object of representation on a commission basis, and possibly to purchase outright.

169. CHEMICAL PRODUCTS.—A firm in Bogota, Colombia, wish to be placed in touch with Canadian exporters of chemical products, with the object of representation on a commission basis, and possibly to purchase outright.

170. CLOTHES PEGS.—A South Wales firm of wholesale merchants desire samples and c.i.f. quotations Cardiff on Canadian clothes pegs.

171. BOAT OARS.—A Cardiff importer of boat oars desires c.i.f. quotations for a Canadian-manufactured ash boat oar in lengths of 7 to 18 feet, plain, not varnished.

172. RUBBER CORKS.—A Hongkong firm of direct importers and manufacturers' representatives ask to be supplied with samples and prices of rubber corks.

173. RADIO SETS AND EQUIPMENT.—A Hongkong firm of manufacturers' representatives and direct importers ask for catalogue and price information regarding radio sets and equipment.

174. AUTOMOBILE ACCESSORIES AND PARTS.—Firm in Athens, acting on their own account, wish to buy automobile accessories and parts.

175. TINPLATE CUTTINGS.—Birmingham firm of importers desire c.i.f. quotations on tinplate cuttings from Canadian firms.

176. PIG LEAD.—A commission agent in Athens wishes to act as representative of exporter of pig lead.

177. LEAD ORE.—A London importer of ores and minerals would be glad to receive offers of lead ore from Canadian producers and shippers.

178. CEMENT.—A firm in Bogota, Colombia, wish to be placed in touch with Canadian exporters of cement, with the object of representation on a commission basis, and possibly to purchase outright.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Halifax

TO LIVERPOOL.—Nova Scotia, Feb. 18 and March 25; Newfoundland, March 8—both Furness Line; Doric, Feb. 10 and March 10; Albertic, Feb. 24; Arabic, March 24—all White Star Line; Manchester Citizen, Feb. 11; Manchester Merchant, Feb. 26—both Manchester Line; Scythia, Feb. 17; Andania, March 3—both Cunard Line; Airthria, Anchor-Donaldson, March 17.

TO LONDON.—Megantic, March 15; Napierian, March 31—both White Star Line; Aurania, Feb. 10; Concordia, Feb. 24; Alaunia, March 3; Ausonia, March 10—all Cunard Line; Vardulia, Anchor-Donaldson, Feb. 17; Valemor, Furness Line, Feb. 24; Cairngowan, Cairn Line, Feb. 12.

To MANCHESTER.—Manchester Citizen, Feb. 11; Manchester Commerce, Feb. 22—both Manchester Line.

To SOUTHAMPTON.—Megantic, White Star Line, March 15.

To GLASGOW.—Salacia, Feb. 22; Airthria, March 17; Kastalia, March 21—all Anchor-Donaldson.

To GOTHENBURG.—Drottningholm, Feb. 24; Gripsholm, March 24—both Swedish-American Line.

To BREMEN.—Dresden, Furness Line, March 8.

To ST. JOHN'S, Nfld.—Silvia, Feb. 11 and 25 and March 11; Rosalind, Feb. 18 and March 4—both Furness-Red Cross Line; Farnorth (also calls at North Sydney), Feb. 14 and 28 and March 14; Sambro, Feb. 21 and March 7—both Farquhar SS.; Sollund (also calls at Newfoundland outports), Newfoundland-Canada SS., Feb. 12 and 27.

To ST. PIERRE-MIQUELON.—Farnorth, Feb. 14, 28 and March 14; Fernfield, Feb. 18 and March 4 and 18; Sambro, Feb. 21 and March 7 and 21—all Farquhar SS.; Sollund, Newfoundland-Canada SS. Ltd., Feb. 12 and 27.

To SOUTH AMERICAN PORTS.—Canadian Traveller, Feb. 20; Canadian Spinner, March 20—both Canadian National.

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Lady Hawkins, Feb. 21; Lady Drake, March 7; Lady Nelson, March 21—all Canadian National; Agnete Maersk, Feb. 13; a steamer, Feb. 27; Peter Maersk, March 13—all Ocean Dominion (do not call at Nevis, Montserrat or Dominica).

To HAMILTON, BERMUDA; NASSAU, BAHAMAS; KINGSTON, JAMAICA; AND BELIZE, BRITISH HONDURAS.—Lady Somers, Feb. 15 and March 15; Cathcart (does not call at Bermuda or Nassau), Feb. 22 and March 22; Lady Rodney, March 1; Cavelier (does not call at Bermuda or Nassau), March 8—all Canadian National.

To PORTO RICO, ST. KITTS, ANTIGUA, GUADELOUPE, MARTINIQUE, BARBADOS, TRINIDAD AND DEMERARA.—Colborne, Feb. 13; Cornwallis (also calls at St. Vincent, Grenada and Tobago), Feb. 27; Champlain, March 13—all Canadian National.

To SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Caledonia, Feb. 19 and March 19; Ottar (also calls at Montego Bay and other Jamaica outports), March 5—both Pickford & Black.

To AUSTRALIAN PORTS.—Canadian Leader, Feb. 15; Canadian Commander, Feb. 28—both Canadian National.

To NEW ZEALAND PORTS.—Canadian Transporter, Canadian National, Feb. 25.

From St. John

To AVONMOUTH.—Vardulia, Feb. 15; Salacia, Feb. 28; Kastalia, March 21—all Anchor-Donaldson.

To CARDIFF AND SWANSEA.—Vardulia, Feb. 15; Kastalia, March 21—both Anchor-Donaldson.

To GLASGOW.—Beaverburn, Feb. 21; Minnedosa, March 7; Melita, March 20—all Canadian Pacific; Salacia, Feb. 28; Airthria, March 14; Kastalia, March 21—all Anchor-Donaldson.

To BELFAST AND DUBLIN.—Dunaff Head, Head Line, Feb. 22 (cargo accepted for Londonderry and Cork).

To HULL.—Cairngowan, Cairn Line, Feb. 11.

To LIVERPOOL.—Montcalm, Feb. 14 and March 14; Beaverburn, Feb. 21; Montrose, Feb. 28; Minnedosa, March 7; Duchess of York, March 21—all Canadian Pacific.

To LONDON.—Beaverford, Feb. 14; Beavertale, Feb. 21; Beaverhill, Feb. 28; Metagama, March 7; Beaverbrae, March 14; Beaverburn, March 21—all Canadian Pacific; Cairngowan, Cairn Line, Feb. 11.

To MANCHESTER.—Manchester Commerce, Feb. 20; Manchester Division, March 6; Manchester Brigade, March 20—all Manchester Line.

To SOUTHAMPTON.—Melita, Canadian Pacific, Feb. 20.

To ANTWERP.—Beavertale, Feb. 21; Metagama, March 7—both Canadian Pacific; Brant County, Feb. 10; Laval County, Feb. 28—both County Line.

To HAMBURG.—Melita, Canadian Pacific, Feb. 20; Liguria, County-Hamburg American Line, Feb. 15.

To HAVRE.—Brant County, Feb. 10; Laval County, Feb. 28—both County Line.

To SOUTH FRANCE AND ITALIAN PORTS.—Valprato, Feb. 25; Valfiorita, March 15—both Lloyd Mediterraneo Italian Service.

To ROTTERDAM.—York County, County Line, Feb. 26.

To COPENHAGEN AND BALTIC PORTS.—A steamer, Scandinavian-American Line, Feb. 15.

To WEST AND SOUTH AFRICAN PORTS.—Cochrane, Elder Dempster Line, Feb. 25.

To SUEZ, PORT SUDAN, ADEN, MOMBASSA (KILINDINI), TANGA, DAR-ES-SALAAM, MADRAS, RANGOON, AND CALCUTTA.—City of Halifax, American and Indian SS., Feb. 23.

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTserrat, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Lady Hawkins, Feb. 13; Lady Drake, Feb. 27; Lady Nelson, March 13—all Canadian National; a steamer, Feb. 21; Peter Maersk, March 7; Agnete Maersk, March 21—all Ocean Dominion (do not call at Nevis, Montserrat or Dominica).

To ST. PIERRE-MIQUELON AND ST. JOHN'S, Nfld.—Sollund, Newfoundland-Canada SS. Ltd., Feb. 24.

From Vancouver

To YOKOHAMA, KOBE, SHANGHAI, HONGKONG AND MANILA.—Empress of Canada, Feb. 15; Empress of Russia, March 8—both Canadian Pacific (also call at Honolulu).

To YOKOHAMA, KOBE, MIKE AND HONGKONG.—Talthybius, Feb. 18; Ixion, March 11—both Blue Funnel.

To YOKOHAMA, KOBE, OSAKA AND DAIREN.—London Maru (also calls at Taku), Osaka Shosen Kaisha, Feb. 28.

To YOKOHAMA, KOBE AND SHANGHAI.—Arizona Maru, March 1; Africa Maru, March 7—both Osaka Shosen Kaisha.

To AUCKLAND, WELLINGTON, DUNEDIN AND LYTTELTON.—Golden Coast, Feb. 17; Golden Cross, March 18—both Oceanic and Oriental Navigation Co.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Niagara, Canadian-Australasian Line, March 5.

To WELLINGTON, MELBOURNE AND SYDNEY.—Wairuna, Canadian-Australasian Line, Feb. 27.

To PAPEETE, AUCKLAND, MELBOURNE AND SYDNEY.—Waiotapu, Canadian-Australasian Line, March 2.

To SYDNEY AND MELBOURNE.—Pacific Commerce, Australian B.C. Shipping Co., Ltd., about March 15.

To BRISBANE, SYDNEY, MELBOURNE AND ADELAIDE.—Boren, Transatlantic SS., March 10.

To NEW ZEALAND PORTS.—Brookwood, Empire Shipping Co. Ltd., Feb. 15.

To MANCHESTER.—Pacific Ranger, Furness (Pacific) Ltd., Feb. 22.

To LIVERPOOL, SOUTHAMPTON, LONDON AND ROTTERDAM.—Loch Monar, March 1; Nebraska, March 12—both North Pacific Coast Line.

To HAMBURG, BREMEN AND ANTWERP.—Oakland, Feb. 28; San Francisco, March 14—both Hamburg-American Line; Eemdyk (also calls at Rotterdam), North Pacific Coast Line, Feb. 28.

To BARCELONA, MARSEILLES, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Leme, Navigazione Libera Triestina, March 4.

To BAHIA BLANCA, BUENOS AIRES, MONTEVIDEO, ROSARIO AND SANTA FÉ.—Villanger, February; Hindanger, March—both Westfal-Larsen.

To PORT OF SPAIN, TRINIDAD, BRIDGETOWN AND BARBADOS.—Knudsen, Feb. 20; Victoria, about March 12—both Canadian Transport Co. Ltd.

To PUERTO COLOMBIA.—Point San Pablo, Feb. 20 (also calls at Curacao and Kingston); Point Fermin, March 6; Point Bonita, March 15—all Gulf Pacific Line.

Note.—Firms who desire information concerning ocean mail services may have their names placed on the mailing list of the Post Office Weekly Bulletin by applying to the Post Office Department.

LISTS OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

Copper Bars and Rods Bounty Act.
Electricity and Fluid Exportation Act. Electricity Inspection Act.
Electric Units Act. Gas Inspection Act. Gold and Silver Marking Act.
Grain Act. Hemp Bounty Act. Inland Water Freight Rates Act.
Statistics Act. Weights and Measures Inspection Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents.)
Canada-West Indies Conference (1920). (Price 25 cents.)
Canada-West Indies Conference Report (1925). (Price \$1.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 10 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada \$3.50; single copies, 10 cents.
Czechoslovakia as a Market for Canadian Products (1927). (Price 25 cents.)
Denmark as a Market for Canadian Products (1926). (Price 25 cents.)
French-Canadian Homespun Industry.
Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)
Lumber Market of Japan (1926). (Price 25 cents.)
Markets of British Malaya (1923). (Price 25 cents.)
Markets of Central America (1929). (Price 25 cents.)
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price 25 cents.)
Peru as a Market for Canadian Products (1926). (Price 25 cents.)
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)
Russian Trade (1916). (Price 25 cents.)
Sweden as a Market for Canadian Products (1928). (Price 25 cents.)
Switzerland as a Market (1929). (Price 25 cents.)
Trade of the African Sub-Continent (1928). (Price 25 cents.)
Trade of the New Countries of Southeast Europe (1921). (Price 25 cents.)
Trading Opportunities in Scandinavia (1922). (Price 25 cents.)
Trade Possibilities of the Baltic States (1929). (Price 25 cents.)
Trading with Colombia and Venezuela (1928). (Price 25 cents.)
Trading with Egypt (1921). (Price 25 cents.)
Trading with Greece (1921). (Price 25 cents.)
Trading with Spain (1926). (Price 25 cents.)
West Africa and its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.

Census of Canada.
Census of Prairie Provinces (1916).
Miscellaneous Statistics respecting the following: Criminal; Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones, water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures; Vital (annual and monthly).
Monthly Bulletin of Agricultural Statistics.
Sixty Years of Canadian Progress (1927). (Price 10 cents.)
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Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. James Malcolm, M.P.

Deputy Minister: F. C. T. O'Hara

Director, Commercial Intelligence Service: C. H. Payne

Published in English and French. Subscription Price for either edition: \$1 per annum in Canada (single copies 5 cents each); \$3.50 outside the Dominion (single copies 10 cents each). Remittances, which may be made by Post Office or Express Orders, or Drafts, or Cheques, payable at par in Ottawa, should be addressed to the King's Printer, Government Printing Bureau, Ottawa.

Vol. XLII

Ottawa, February 15, 1930

No. 1359

TABLE OF CONTENTS

	Page		Page
Trade of the United Kingdom in 1929—I.	241	Tariff Changes, Etc.—	
Liverpool Flour Market in 1929. . .	249	Deferred Australian Customs Duties.	265
Canada Shopping Week in Bristol. . .	251	Irish Free State Invoice Requirements.	265
Irish Free State Bacon Trade. . . .	251	Swedish-German Trade Treaty. . .	265
Commercial Notes from New South Wales—		Portuguese Machinery Duty. . . .	265
Industrial Troubles.	254	Clearance Note Tax in Portugal. . .	266
Motor Trade in Australia.	254	Change in Import Duty Basis in China.	266
Cotton growing in Australia. . . .	254	Scandinavian Pulp Shipments to the United States.	267
Australian Wheat Production. . . .	255	Foreign Exchange Quotations. . .	267
Economic Conditions in South Africa	255	Trade Inquiries.	268
Foreign Trade of India in November, 1929.	257	Sailings from Canadian Ports. . .	269
Motion Picture Industry in Japan. .	259	List of Acts, etc., Administered. . .	271
Italian Hay and Grass Seed Market	262	Commercial Intelligence Service. . .	272
Free Zone in the Port of Piraeus. .	264		

REVIEW OF THE TRADE OF THE UNITED KINGDOM, 1929

I

HARRISON WATSON, CANADIAN TRADE COMMISSIONER

London, January 22, 1930.—The year which has just ended was upon the whole rather disappointing. The volume of trade was fairly satisfactory, although in some cases results were rather unprofitable. Slight to substantial improvement was experienced in certain industries. Upon the other hand, the course of events brought to a standstill the majority of the schemes for the reorganization of United Kingdom industry and trade which were under way at the beginning of 1929, and the successful progress of which was confidently anticipated to bring at least a measure of the return of prosperity which has been so long delayed. Easy money for the provision of additional capital and extended credit are, however, indispensable factors in the carrying out of all plans of amalgamation and betterment. Already in the autumn of 1928 there were distinct indications of the tightening of the money bags, as a repercussion of the wild gambling and top-heavy values of stocks which characterized the earlier months of the year. Any hopes that this unfavourable feature was merely a temporary phase were dissipated as 1929 proceeded. As a result, con-

traction in credit spread in all directions to an extent that borrowing on favourable terms became difficult. The financial situation became steadily worse, and when the break in New York stock market took place, the raising of the Bank of England rate to the abnormally high figure of $6\frac{1}{2}$ per cent practically put a stop to borrowing altogether.

The general election held in May resulted in the defeat of the Conservative Government, the outstanding feature of whose platform was the promise of a great extension of the policy of safeguarding British industry—a synonym for protection in so far that it entails the adoption of customs duties on imported commodities. The Labour Government is unfavourable to protective import duties, and leaders had announced in the course of the election campaign that one of their first acts if elected would be to repeal the various luxury and safeguarding import duties which the Conservative Government had brought into force in recent years. So far the new Government have not taken any action, and it may be that the urgent representations made by prominent manufacturers may cause some of the ministers to modify their preconceived views. Attempts made in Parliament to draw ministers into making a definite statement of intentions have been unsuccessful. The consequent uncertainty as to the future, combined with the views expressed by many manufacturers that the cancellation of import duties must drastically damage such prosperity as they now enjoy, has provided a further cause of the holding up of numerous reorganizations and developments which were under consideration. The same cause gave the *coup-de-grâce* to several of the over-capitalized combinations effected under post-bellum conditions which have long been tottering on the brink. The same circumstances brought down with a crash a number of highly speculative flotations which impudent promoters foisted on the credulous public mainly during the recent insensate orgy of financial manipulation.

Heavy losses have taken place in many quarters in addition to the curtailment of credit already referred to. However, the drastic action taken by the banks has already cleared the air to a certain extent, and moreover removed the threatened menace to national credit as indicated by the course of foreign exchange. As a consequence the year closed with American dollars at a discount—a position which sterling exchange has not occupied for a number of years past.

Under the circumstances, although distinct progress was made in particular directions towards the world's rehabilitation, the year was rather a transition period as far as Great Britain is concerned, with the result that both industry and trade marked time to a large degree.

INTER-EMPIRE TRADE

One noteworthy feature, however, was the evidence of increased interest in the problems of inter-Empire trade. The immediate cause was the launching in the early autumn of Lord Beaverbrook's scheme of free trade within the Empire. The author's important press connections have enabled him to supplement his characteristically vigorous leadership of the movement with a campaign of intense publicity. As a result, a question of vital importance to the future of the Empire, previous consideration of which has been mainly confined to commercial and financial experts, was brought before the entire population of the country upon the broadcasting principle so much in vogue at the moment.

The forthcoming meeting in London of the Chambers of Commerce of the Empire during the spring will afford a favourable opportunity to discuss and thresh out the problems of better inter-Empire relations. Moreover, it seems inevitable that the question of increased trade within the Empire must occupy an important position in the agenda of the Imperial Conference which is to be held in London during 1930.

ABSENCE OF LABOUR TROUBLES

A specially satisfactory feature of 1929 was the practical absence of strikes and labour troubles. Whereas the course of events has slowed down progress of negotiations between capital and labour towards *rapprochement*, and the establishment of a better and mutual understanding and agreement which were initiated in 1928, events of some importance were accomplished. Notably the understanding arrived at between formerly independent and almost rival associations of employers permits of joint action upon lines which are acceptable to the trade unions. This has removed an obstacle which was not only holding up the continuation of the *pourparlers* but jeopardized the very existence of the pacification scheme.

While it is understood that discussions will be resumed shortly, the accession to power of the Labour Government has introduced an additional cause for delay, in so far that both sides, and notably labour, are concentrating their attention upon the nature and fate of the various bills which the Labour Cabinet are introducing into Parliament.

A cardinal feature of these is the State regulation of labour. The promises made to the miners are being implemented in the Coal Mines Bill, which has passed its second reading. The proposed increase in unemployment benefit, the extension of the range of widows' pensions and similar additions to national expenditure which the Government has also announced, must create a clash of interests in industrial matters unless the employers can be satisfied that the inevitable addition to the already heavy burden of taxation is being fully compensated for by corresponding advantages which will be guaranteed to them in other directions.

EMPLOYMENT

It is to be feared that so far very little has resulted from the various schemes and attempts directed at finding a cure for unemployment.

Although, according to official figures, 100,300 more persons were in employment on December 31, 1929, than at the same date twelve months ago, the year closed with a register of 1,510,200 out of work. While this number is 10,530 less than a year ago—and moreover, as a special note explains, it conveys a misleading impression in so far that no less than 206,643 represents the dismissal of workers during the last fortnight of December who were engaged in Christmas trade or were dropped out owing to the prevalence of short time in factories—the figure is a terribly heavy one. The position is also influenced by particular reasons, seasonal and otherwise. It cannot, however, be overlooked that the latter part of the year witnessed an almost steady increase in unemployment, the volume of which practically wiped out improvements which had taken place in the earlier months. This feature, although mainly affecting a single branch of national wealth and activity, offsets advances made in other directions, and alone justifies the use of the word disappointing in summing up the year's results.

Indeed, many experienced authorities are beginning to think that the unemployment problem is insoluble under existing conditions. The truth is that there are already considerably over a million people permanently living in the United Kingdom more than the country can find work for, and the population steadily increases every year. It is impossible to adopt the logical corrective of increased industrial production, because the export outlet which is essential to enable factories to run full time is not obtainable. The majority of the country's industrial establishments, and more especially those devoted to the production of so-called staples, have been running on short time for years past. In many cases business has been so unprofitable owing to severe foreign competition that proprietors have encountered the greatest difficulty in providing employment for their present depleted staffs.

FINANCE

The difficulties already referred to are reflected in the heavy decrease in the total of capital provided for new market issues during the year 1929. The total (£285,239,400) is a falling off of £84,000,000 from the abnormally high one of £369,058,100 of 1928.

The details and the destination of the new capital raised for the past three years are shown in the following table:—

Destination of New Capital

	1927 £	1928 £	1929 £
United Kingdom—			
Government	66,083,800	83,861,000	65,400,000
Other	140,799,800	179,722,100	132,626,500
	206,883,600	263,583,100	198,026,500
British Possessions—			
Government	55,697,200	40,223,000	23,366,100
Other	44,115,200	22,895,400	34,610,900
	99,812,400	63,158,400	60,977,000
Foreign Countries—			
Government	11,822,500	15,938,900	3,650,000
Other	36,647,500	26,377,700	22,585,900
	48,470,000	42,316,600	26,235,900
Grand total	355,166,000	369,058,100	285,239,400

The most noteworthy points are that the contraction relates almost entirely to United Kingdom and foreign issues, and that the amount of capital allotted to Empire countries remains practically unchanged. These unfavourable conditions have not, however, caused any falling off in bank earnings. Indeed, there is a possibility that the difficulties in other branches of finance may have been advantageous to the banks.

The five great London joint-stock banks, who can be taken to represent the whole country, have now published the results of their operations for the calendar year 1929. The figures are regarded as satisfactory in so far as earnings are concerned. Profits have been well maintained and record a small increase in each case.

The Wall Street débacle of last autumn was of a magnitude likely to earn for it a permanent record in the history of the New York Stock Exchange. This crash, added to the top-heavy condition also prevailing, if to a lesser extent, on the London Stock Exchange, caused most anxious and difficult conditions throughout the greater part of the year. These were aggravated by such events as the Hatry and other collapses which resulted from the pricking of the gambling bubble.

Although the drastic action taken by the banks staved off a disaster which might have been greater and eased up the situation, considerable apprehension as to the future is still generally felt, and the year closed with prices at the year's lowest levels.

The well-known financial journal *The Economist*, in its annual review of the London Stock Exchange in 1929, makes reference to the contrasted experiences of London and New York, which seems to be of sufficient interest to reproduce as follows:—

Both as regards boom and slump, London's experience afforded an instructive contrast with that of America. In the latter country industrial stocks more than doubled in value between 1926 and September, 1929, while prices in one group—public utility stocks—more

than trebled. Even after the slump, common stock values as a whole remained half as high again as in 1926. The course of British prices over the same period, as shown by various index numbers, independently computed, was as follows:—

British Security Values

	1925	(End of 1925—100)			Highest 1929	End of 1929
		End of 1926	End of 1927	1928		
<i>Bankers' Magazine—</i>						
87 Fixed interest	100.0	100.5	102.2	103.1	104.3	99.8
297 Variable dividend . . .	100.0	102.4	110.9	119.8	124.8	110.0
<i>Investor's Chronicle—</i>						
Gilt-edged	100.0	99.6	101.1	102.1	102.5	97.3
"Business"	100.0	101.3	115.1	120.0	125.0	99.2
Speculative	100.0	98.0	95.0	81.2	86.3	69.1
<i>London and Cambridge—</i>						
4 Fixed interest	100.0	99.4	101.0	104.3	105.2	98.8
20 Industrials	100.0	102.7	112.3	127.9	140.1	109.7
8 Speculative	100.0	103.8	92.5	96.3	102.4	85.9

Neither in Great Britain nor the United States did fixed-interest securities participate to any marked extent in the upward movement. As regards "industrial" or "business" stocks, the boom was a much flatter affair here than in America, while rubber, mining and other so-called "speculative" shares actually moved downwards on the whole during the period of the boom. The really spectacular rises were in fact largely confined to new flotations, associated frequently with individual promoters whose enterprise outran their discretion, in sharp contrast to conditions in America, where a period of unparalleled prosperity supplied the motive power—conspicuously lacking in this country—for a phenomenal rise in the stocks of representative, established, profit-earning enterprises.

PRICES

The view largely held by experts in economics that absence of variation in the trend of wholesale prices reflects steady trade conditions finds further illustration in the course of wholesale prices during 1929.

Wholesale prices in the United Kingdom experienced a distinct drop by the end of the year, and the major part of the fall took place during the third quarter of the year, which coincided with the financial troubles and trade uncertainty to which attention has already been directed.

As has been mentioned in a former report, there are at least three well-known and authoritative price indexes compiled in Great Britain. While their respective annual tables inevitably differ to some slight extent, and for the reason that there is some variation in the selection of the articles upon which computations are based, the difference was usually insignificant.

Until recently, comparisons in all cases were in contrast with the ante-war scale of 1913. At present two of the systems have altered their basis of comparison to later and different years. It is apparently for this cause that these authorities differ to a great extent in computing the level of wholesale prices of December 31, 1929, with the corresponding figure of 1928, their estimates varying from 6 to 8 per cent.

For the reason that the London *Times* still adheres to 1913 as the basis of comparison, and also as a change from last year, *The Times* index has been selected for the purpose of the present report.

According to that authority, the figure, upon a basis of 100 in 1913, which stood at 137.5 on all commodities on December 31, 1928, had fallen to 128.8 on December 31, 1929. *The Times*, in its general table, differentiates between food and all other materials collectively. Their figures, however, confirm the result arrived at by the other systems that whereas the drop in the price of food was from 141.6 to 134.6, the major fall was in materials, and more especially textiles, the spread being from 135.2 to 125.4.

The position is shown in a more detailed manner in the following table:—

Group	Dec. 31, 1928	Dec. 31, 1929	Inc. or Dec. Per Cent
Cereals	140.5	131.0	— 6.8
Meat and fish	137.7	152.3	+10.6
Other food	146.0	122.3	—15.5
Total food	141.6	134.6	— 4.9
Iron and steel	120.5	124.1	+ 3.0
Other metals and minerals	112.0	113.2	+ 1.1
Cotton	164.0	139.6	—14.9
Other textiles	157.1	120.1	—23.6
Other materials	135.3	134.6	— 0.5
Total materials	135.2	125.4	— 7.2
Total all commodities	137.5	128.8	— 6.3

From this it will be observed that exceptions to the general shrinkage in prices were the metal and mineral groups, chiefly due to the rise in prices which brought improvement to the coal industry and the stiffer position which prevailed during the earlier part of the year in iron and steel products generally.

COST OF LIVING

It is customary to regard as the best available indication of the course of retail prices the monthly computation of the cost of living in a workman's family issued by the Minister of Labour. It should be made clear, however, that while useful for purposes of comparison with past years, the items included relate solely to primitive requirements and consequently thoroughly under-rate the expenditure of other classes of the community. Indeed, the working classes are constantly complaining that the prices underestimate the actual cost of living in so far that it is impossible to actually purchase the different items at the figures which are quoted in the published returns.

The year opened and closed with practically the same figure, i.e. 67 per cent advance on the scale of 1914. Upon the other hand, the year witnessed considerable fluctuations. According to details issued, the index figure gradually fell during the earlier part of the year until June, when 60 per cent was registered; an advance of 1 per cent occurred in July, since when the figure has steadily risen again.

In view of the special importance of the cost of living, it seems interesting to reproduce the supplementary figures indicating the percentage increase in comparison with July, 1914, of the component items which are taken into consideration when arriving at the average inclusive figure. For the month of December, when the average figure was 66 per cent, the proportions were as follows:—

	Per Cent
Food	57
Rent	49
Clothing	115
Fuel and light	75

Incidentally, the rent taken into consideration is the so-called "controlled rent" enforced by special Government legislation and applying to workmen's houses up to a certain rental. Otherwise in London and other populous centres rents for houses and apartments in desirable locations have at least doubled, and in many cases the increase is much higher.

CONDITIONS IN THE LEADING INDUSTRIES

References made in the earlier part of this report suggest that the year 1929 did not witness the recovery in British industries generally so long and eagerly waited for.

Although the black side of the picture is accentuated by the continued plight of the textile industries, and more especially cotton, reports dealing with individual industries and coming from various sections of the country are in many cases disappointing, and in some distinctly discouraging.

It seems almost superfluous to repeat that chief causes were unfavourable money conditions and general uncertainty as to whether the new Labour Government would maintain the existing safeguarding and other protective duties, or cancel them at the earliest opportunity.

Before offering some detailed comments on different branches of industry, reference to a development which seems to be taking place to an increasing extent appears to be of interest. This is the migration of industries from the north to the south which has been taking place to a noticeable and increasing degree since the end of the war. The probable cause is the establishment of factories in considerable numbers in the neighbourhood of London and other important southern centres of population. The output of these factories is largely associated with new industries such as gramophones, radio appliances, and motor cars. One reason for the migration is the cheaper prices at which sites can be acquired in districts previously undeveloped in comparison with the desirable northern locations where expansion is impossible except under heavy outlay; another is the larger measure of unemployment in the north with consequent higher taxation, together with the steps taken to transfer labour from depressed industries into those where conditions, both temporary and permanent, are more promising.

Iron and Steel.—In view of the position which iron and steel still holds as a leading staple industry of the country, it is satisfactory to be able to record that both expansion and improvement took place in 1929. According to figures issued by the National Federation of Iron and Steel Manufacturers, the year's production aggregated 7,579,500 tons of pig iron and 9,654,700 tons of steel ingots and castings, in comparison respectively with 6,610,100 tons and 8,519,700 tons in 1928.

The improvement resulted from an increase in Continental prices and greater activity in shipbuilding and other United Kingdom industries which are large users of iron and steel.

Although production was well maintained, the less favourable conditions which developed during the late autumn caused a definite falling off in production during the last three months. It is also stated that Continental competition has become more pronounced latterly. Moreover, the more cheerful feeling which prevailed was based partly on the anticipation of the immediate reorganization and rationalization of the steel industry, which is so badly needed. As has been mentioned elsewhere, the unexpected financial troubles which arose during the year have completely held up many schemes, and altogether comparatively little has been accomplished in that direction.

Coal.—A bright spot in the experience of the heavy industries has been the marked increase in the activity of the coal industry, and more especially its cause—the recovery of a considerable proportion of the country's former export trade in coal. Permanent conditions and the future of the industry, however, remain uncertain to the extent of creating anxiety. Although efforts of a heroic description have rendered the coal industry more active, it is recognized that at least 300,000 men can never again find employment in it. Moreover, export orders were secured at such low prices that the business was unprofitable to the mines and in some cases carried on at a distinct loss. As a result, the general impression prevails that, with export trade unprofitable, it must be the population of the United Kingdom who are providing from their own pockets the wherewithal to maintain the industry even in its partly satisfactory condition. The logic of this conclusion appears to be confirmed by the very high retail charges for coal in this country.

Shipbuilding.—The issue of Lloyd's report on the December quarter confirms the previous impression that the year 1929 witnessed happier conditions than have prevailed in the shipbuilding industry for some time past. It is stated that the total production in United Kingdom yards in 1929 was approximately 1,525,500 tons, an increase of 82,000 tons in comparison with the previous year, and moreover the highest figure attained since pre-war days. Further, British output exceeded that of all foreign yards by 273,000 tons, a surplus also in excess of last year.

Shipping on which work was commenced in 1929, and which totalled 1,649,000 tons, also marks an increase of over 352,000 tons over the preceding year. Work under construction on December 31 was estimated at 1,560,000 tons—an advance of 317,000 tons. Shipping under construction in foreign countries at the same date amounted to 1,551,000 tons, which was an increase. Another satisfactory feature is that 648,000 tons of the work in hand in British yards relate to orders from foreign countries.

Unfortunately, the outlook for the future is less encouraging. In addition to the heavy cutting down in orders for warships, the present condition of world shipping is only partly satisfactory, leaving it quite uncertain what volume of orders is likely to come in later on.

Engineering.—In engineering the position is very similar. Most branches of the industry have experienced a fairly good year, and the same circumstances are associated with electrical engineering.

The motor industry was actively and profitably employed until the latter part of the year, when temporarily decreased demand in the home market resulting from the slump on the Stock Exchange and apprehension that the Labour Government might remove the import duty on motor cars and tires created a distinct falling off in sales and general slackening. Although export trade remains almost insignificant in comparison with the huge world distribution of United States cars, a marked feature of the year was an increase in shipments of cars of all kinds (but mainly pleasure) from 19,872 in 1928 to 27,065 in 1929, values correspondingly increasing from £4,471,972 to £5,482,072.

Textiles.—The improvement in the cotton industry which promised to develop during the year has not materialized. This is partly due to the difficulties experienced in carrying out the schemes of rationalization and reorganization upon which the creation of better times is so largely based.

A main source of trouble is the inability of Lancashire mills to compete in foreign markets owing to the post-bellum high cost of production which prevents profitable competition with Japan and other countries where wages and other costs are lower. The reduction in wages attempted by employers as a factor in reducing the margin of competition led to considerable labour troubles in different sections of the cotton industry.

While some progress has been made in the absorption of the American section of the industry by the corporation established for that purpose, the general situation at the end of the year remains unfavourable and as discouraging as ever.

The particular black spot on the horizon is the permanent threat which overhangs export trade and the apparent impossibility so far of discovering any panacea which, while recovering export markets at present lost, will restore a measure of prosperity to the British industry.

Conditions in the woollen industry have also been extremely difficult and unsatisfactory, although admittedly to a lesser extent. The wide fluctuations which have taken place in the price of wools have alone been a disintegrating

factor, and strikes and labour troubles have prevailed in certain sections of the woollen industry during the greater part of the year. Ever-growing competition from foreign manufacturers has similarly reduced the export fields to which British woollens and worsteds can be supplied at prices profitable to the manufacturers.

The experience of the linen and rayon trades was rather happier, although, like all other branches of the textile industry, both were adversely affected by the difficulty of securing profitable export outlets. The rayon division has, moreover, been dislocated by over-production of the low grades and the difficulty of securing their absorption in the home market as well as abroad.

Hosiery has had a fair year, but regards with apprehension the recent increase in the Australian tariff, because that market has heretofore been a specially important and profitable one.

Chemicals.—Upon the other hand, conditions in the important chemical industry have been fairly satisfactory. The greater activity in several of the home industries has created a better demand for particular lines, and there has been an increased export of heavy chemicals.

LIVERPOOL FLOUR MARKET IN 1929

HARRY A. SCOTT, CANADIAN TRADE COMMISSIONER

Liverpool, January 25, 1930.—The past year in this district was mainly notable as marking the beginning of the much-needed reorganization of the milling trade, and for unprecedentedly large supplies of soft wheat flour from European countries.

As is generally known, English mills have been suffering from serious over-capacity ever since 1921, and the resultant extreme competition and price-cutting has forced a number of firms out of business. This state of affairs has made it increasingly difficult for imported flour in Liverpool, where several large domestic port mills are located, and the community of importers has steadily diminished until by the middle of 1929 there were not more than half a dozen firms left. Toward the close of last summer the Mutual Millers' Association was formed with the object of rationalizing the flour industry along lines similar to those adopted by other trades in this country, and the policy of the association involved the closing down of a number of non-economic mills, and more efficient distribution. This scheme provided the hope among English millers that domestic flour prices might become more in line with market conditions, and incidentally also assist in creating a more profitable outlet for imported flour. It is as yet too early to predict the results of this effort. However, while opinions expressed in some quarters give the impression that the scheme has not yet realized the expectations hoped for, the former extreme competition has been eliminated for the time being, with the result that the domestic trade during the latter part of 1929 was free from the chaotic conditions which the industry as a whole had been suffering from during the past few years. In this connection, one importer recently pointed out that there have not been the same large blocks of unsold flour thrown on this market since the Mutual Millers' scheme became operative and price-cutting has not been so pronounced.

MARKET CONDITIONS FOR CANADIAN FLOUR

Unfortunately, market conditions during 1929 were not favourable to the sale of any large quantity of Canadian flour to Liverpool. During the first part

of the year Canadian quotations had to face price-cutting by the home mills. Later in the season the Canadian crop situation further handicapped exports to this country. During the period of exceptionally low prices—from the end of May into July—there was a certain amount of trade in Canadian flour, but the business did not reach any volume. American millers seem to have fared better. United States prices were on an average from 2s. to 3s. (48 cents to 73 cents) per sack below Canadian offers, and a fair trade was reported, particularly in hard winter grades. Although the actual import of Australian flour into Liverpool was greater in 1929 than in the previous year, the demand for this variety was only fair, owing partly to the unusual importation of large quantities of soft wheat flour from France which, while not of equal quality, was low in price and in abundant supply owing to the exceptionally heavy wheat crop in that country. In addition to French flour, imports were also received from other Continental countries, including Germany and Hungary, as a result of bountiful harvests.

Through the courtesy of the *Corn Trade News* of this city, statistics covering the imports of flour into Liverpool during the last two years are submitted as follows:—

Imports of Flour Into Liverpool 1929 and 1928, in Sacks of 280 Pounds

	1929	1928
United States ports	64,739	56,504
Canadian ports	42,071	58,120
Australia	39,074	14,096
Brazil	880	....
France	47,033	....
Black Sea and Mediterranean	31,267	20,929
Germany and Poland	38,628	1,144
Argentina and Uruguay*	94,554	97,258
India	664	1,216
Chile . . . . .	....	784
East, South and West Africa . . . . .	....	1,300
Other countries	9,210	6,792
Total	368,120	258,143

* This is very low grade flour and is used for the manufacture of animal food, etc.

According to importers, the trade would have been considerably better had Canadian mills been in a position to offer more freely during the latter months of the year. Recently Canadian quotations submitted to one important distributor have been in the neighbourhood of 36s. (\$8.75) per sack c.i.f. Liverpool for export patents, which is competitive with domestic straight run grade at around 37s. (\$9) ex mill, but the demand is poor. French flour has lately been offering at the equivalent of around 27s. (\$6.56) per sack c.i.f. Liverpool.

Under ordinary circumstances no volume of Continental flour reaches this market; but the exceptional crop situation in 1929 rendered it possible, for the first time over a period of years, for French and other Continental millers to compete on a substantial scale for Liverpool requirements. The above statistics indicate that out of a total of 368,120 sacks imported, over 116,000 were received from European countries.

While Continental soft wheat flour has undoubtedly been attractive during the past season on account of intense competition among bakers, Manitoba flour is always valued for its high gluten content. Accordingly, when it can be purchased at competitive prices, Canadian flour is always able to command its regular percentage of the trade on its intrinsic quality.

CANADA SHOPPING WEEK IN BRISTOL

DOUGLAS S. COLE, CANADIAN TRADE COMMISSIONER

Bristol, January 28, 1930.—Canada Shopping Week is to be held in Bristol from March 3 to March 8. This city, with a population of 400,000, is one that exists to a great extent as a distributive centre for food products. The Lord Mayor of Bristol has kindly consented to be patron of the Shopping Week, which will be held under the auspices of the Bristol and District Grocers' and Provision Dealers' Association.

Through collaboration with the Exhibition Commissioner and with the Director of Trade Publicity in the United Kingdom, arrangements have been made by the Bristol Trade Commissioner's office for premises to be taken at 29-33 St. Stephen street for a period of one month. The shop will be open to the public and to retail grocers for two weeks previous to the Shopping Week for the purchase of Canadian products by the public and the inspection of supplies by retailers.

Substantial prizes are being offered for the best window displays by retail grocers in Bristol, of whom there are 1,700. Prizes for the general public are also being offered, the feature of which, with a view to familiarizing them with a larger number of Canadian food products, is a popularity contest. All of the importers and representatives of the various lines of Canadian foodstuffs have been asked to co-operate in the scheme, and wholesalers have been urged to carry considerable stocks during this period. It is hoped, as a result of the exhibition, to clear the city of Bristol of Canadian food products by the end of the week, as well as to introduce many new Canadian lines.

IRISH FREE STATE BACON TRADE

JOHN H. ENGLISH, CANADIAN TRADE COMMISSIONER

Dublin, January 22, 1930.—The production and export of bacon is one of the major industries of the Irish Free State, ranking fifth according to value in the export list after cattle, butter, stout, and eggs. But in addition to being a large producer and exporter, the Free State annually imports substantial quantities of bacon.

PRODUCTION

Irish bacon curers confine themselves largely to the production of a very mild cure of Wiltshire sides, chiefly for the markets of Great Britain, where they have the natural advantage of proximity as well as a product which is much in favour in the English market.

There are some twenty-four leading bacon factories in the Irish Free State, and during the past three years production has increased from 46,104 long tons in 1927 to 57,058 tons for the twelve-month period ending September 30, 1929. The following table shows the quantities of pigs purchased by Irish bacon curers during the past three years, as well as the weight of pork cured during the same periods ending September 30 in each case:—

Year ending September 30	Number of Pigs purchased	Dead Weight of Pork cured
1927	666,696	46,104 tons
1928	828,607	56,369 tons
1929	845,088	57,058 tons

Although pigs to the number of about 1,000,000 were killed in Irish Free State bacon factories during the calendar year 1928, there is little likelihood, according to an article in the *Irish Independent*, that this record was equalled

during 1929, owing chiefly to the recorded reduction in the pig population of roughly 20 per cent (246,000). The poor prices for bacon hogs which ruled last year resulted in general dissatisfaction among the farmers with the resulting decrease in pig stocks during 1929. An acute shortage of pigs during the latter part of 1929 has caused excessive prices for both the live stock and the cured product, making Irish cured bacon considerably more expensive than imported lines.

EXPORTS

It is estimated that 75 per cent of the pigs raised in the Irish Free State are exported. During the year 1927 nearly 400,000 pigs were exported alive, principally to Great Britain, while for the eleven-month period ending September last the total was only slightly more than 269,000. During 1926—and the same is true to-day—nearly two-thirds of the bacon and one half of the hams cured in the Irish Free State were exported, while at the same time only slightly smaller quantities, the produce of foreign countries, were imported into this country.

The following table shows the quantities and values of Irish bacon exports and pig exports for the years 1925 to 1929. In each case approximately 95 per cent of the exports were consigned to the United Kingdom:—

Pig and Bacon Exports to all Countries

	1925	1926	1927	1928	1929*
PigsNo.	97,419	229,575	385,244	314,602	269,821
£	623,837	1,698,850	2,317,756	1,872,492	1,689,888
Bacon . . .Cwt.	453,907	434,030	449,376	557,334	452,592
£	2,872,744	2,769,321	2,264,971	2,730,064	2,570,170
HamCwt.	12,035	8,369	10,022	16,909	†
£	91,873	66,842	66,734	102,220	†

* Eleven months to November 30, 1929. † Bacon and ham figures combined.

EXPORT REGULATIONS

In addition to a Bill recently introduced into the Dail regulating the export of fresh meat from this country, in May, 1929, a Public Health Veterinary Inspection Order came into force. This governs the inspection of all slaughtering premises and provides for the rejection of all carcasses not suitable for human consumption. By these new regulations the standard of Irish meat production and exports is raised, resulting in an increased demand from the chief market—the United Kingdom. While the regulations have met with some opposition from local pork packers, their effects on the price of Irish bacon on the London market are said to be very satisfactory.

According to the recently published report of the Imperial Economic Committee on "Pig and Pig Products", the best-quality Irish Wiltshire-cut sides command a premium on the London market, chiefly as the result of the mild uniform cure and the efforts of the Department of Agriculture at promoting a standardized product.

IMPORTS

Although producing and exporting large quantities of bacon each year, the Irish Free State is also an importer of this commodity of some magnitude. Imports of bacon and hams during the past four years have averaged over £1,500,000 (\$7,500,000) per annum. The following table shows the quantities and values of imports during this period as well as countries from whence consigned:—

Bacon Imports, 1925-1929

From	1925	1926	1927	1928	1929*
All countries Cwt.	472,196	417,502	345,341	336,853	330,065
£	2,188,323	2,189,028	1,651,504	1,449,584	1,490,409
U. Kingdom Cwt.	445,068	394,222	327,042	300,472	.....
£	2,035,289	2,046,961	1,512,843	1,275,849	.....
N. Ireland .Cwt.	22,045	22,605	23,426	27,749	.....
£	129,246	138,895	121,212	138,647	.....
Utd. States .Cwt.	3,724	60	134	3,667	.....
£	17,174	250	603	13,328	.....
Canada . . .Cwt.	1,347	175	670	.....	.....
£	6,567	769	3,020	.....	.....
Holland.. .Cwt.	.....	.....	3,069	4,965	.....
£	.....	.....	13,826	21,760	.....

* Bacon and ham imports shown in one figure for 1929, (preliminary figures).

Ham Imports, 1925-1928

From	1925	1926	1927	1928
All countriesCwt.	2,572	6,433	4,543	4,665
£	14,833	35,644	23,181	28,173
United KingdomCwt.	1,722	5,624	3,711	3,345
£	8,790	29,645	17,539	20,109
Northern Ireland.. . .Cwt.	850	809	827	1,062
£	6,040	6,015	5,609	7,089

Unfortunately, it is not possible to obtain a clear picture from the above tables regarding the sources of supply of Irish imports of bacon as, until recently (January 1, 1930), the Irish Free State import regulations did not require the country of origin to be shown. It will be seen from the foregoing figures that the United Kingdom and Northern Ireland are credited with supplying nearly 95 per cent of the bacon imported into this country. However, from the trade returns of the United Kingdom it is seen that a large proportion of this is re-export trade.

CANADIAN BACON

Canadian bacon is well liked on this market, and generally has a ready sale when supplies are available. During the years 1925, 1926 and 1927 small importations were received direct from Canada, but since that time and until recently supplies have been unusually scarce. In 1925 direct importations totalled 150,000 pounds, valued at \$32,800, but since then shipments have diminished until in 1928 no direct trade was recorded. On the other hand, direct bacon imports from the United States in 1928 totalled over 410,000 pounds, having a value of approximately \$66,500. Local importers consider the possibilities of increasing Canadian trade favourable, providing regular supplies are available. This is particularly so at present as there is a shortage of suitable pigs, which has resulted in an increase in Irish bacon prices probably beyond the limits of the Irish consumers to pay.

FOOD PRESERVATIVES REGULATIONS

On October 1, 1928, an order was issued by the Irish Free State Government regulating the use of preservatives and colouring matter in food products. The order follows closely on the lines of similar legislation in the United Kingdom. Certain preservatives, including borax, are definitely prohibited, while with such preservatives as sulphur dioxides, benzoic acid, etc., prescribed proportions are permitted. Before the adoption of the regulations it was intimated by certain bacon dealers that these would have an adverse effect on bacon imports from Canada, but, generally speaking, this does not appear to have been the case up to the present.

COMMERCIAL NOTES FROM NEW SOUTH WALES

B. MILLIN, COMMERCIAL AGENT

Industrial Troubles in New South Wales

Sydney, January 9, 1930.—It is many years since the State has experienced such troubles industrially as during the year just ended. For eleven months two long and disastrous disputes have continued and the outlook for 1930 is far from bright.

During the first week in February, 1929, the timber workers decided to strike against the industrial award of 48 hours per week instead of 44 hours as previously worked. Volunteer labour was used to man the mills and many attacks were made on the workers. The men were eventually forced to accept the terms of the award, but not before practically all their positions had been filled. Hundreds of the strikers are still idle.

The other strike was at the northern coal mines, the largest mining area in Australia and was caused by the owners announcing that a reduction of one shilling per ton on the hewing rate would take effect from the 1st March last. At the same time they stated that they would reduce the price by one shilling per ton, and so endeavour to create a demand for coal which has been steadily falling off for some years. The miners are still holding out in the northern field, but the western and southern miners are supplying the wants of consumers and are making extensive contributions in strike pay on behalf of the strikers.

Motor Trade in Australia

Motoring in Australia dates from 1900. There are over half a million vehicles registered in the Commonwealth, of which approximately 25 per cent are owned in New South Wales.

In the face of industrial troubles, 1929 cannot be claimed as a year of uninterrupted progress, but there has been a considerable increase in the numbers of motor vehicles of all sorts on the roads, an extension of the public services conducted by their use, and a development which indicates that the motor trade is amongst the healthy interests of the State.

The taxation levied on petrol by the Commonwealth Government has been increased from threepence to fourpence per gallon. Within the last few weeks the retail price of petrol has correspondingly risen to 2s. 1d. per gallon. Much of this tax is applied to road construction. There are now thousands of miles of excellent roads in Australia. A few years ago they were in a very bad state indeed.

Cotton Growing in Australia

The cultivation of cotton in Australia was begun as far back as 1860 on a small scale, gradually expanded for about ten years, then languished until in 1888 cultivation had almost ceased owing to foreign competition. In 1913 it was again resuscitated, but low prices over a number of years checked its development.

Rising prices for the staple, however, enabled the Government to offer the substantial guarantee of 5½ pence per pound for seed cotton of good quality for the three years ended July 31, 1923, and as the result considerable activity was displayed in the industry, the area rising from 166 acres in 1920 to 50,186 in 1924. Government guarantees were continued until 1926, when the Commonwealth Government granted a bounty of 1½ pence per pound on the better grades and ¾ pence on the lower grade of seed cotton grown in Australia. In addition to this direct assistance to the cotton-growing industry, the Government sub-

sidized the cotton manufacturing industry by granting a graduated bounty varying from $\frac{1}{2}$ pence to one shilling per pound on all cotton yarn manufactured in Australia which contained 50 per cent of home-grown cotton.

The highest yield of unginned cotton was in 1925, when 19,537,274 pounds were produced. The total amount paid in bounties in the last three years was £143,421, and on cotton yarn, £88,485.

The recent amendments to the tariff imposed a duty of 3 pence per pound on imported cotton, which will take the place of the present bounty of $1\frac{1}{2}$ pence per pound on Australian-grown cotton. It has the immediate effect of forcing growers to put forth their best efforts for the forthcoming crop, and it is officially stated that there is a market for a minimum of 32,000,000 pounds.

Australian Wheat Production

The weather at the end of the year turned out remarkably well for Australian wheat growers and a great change is noted in harvest prospects. In portions of New South Wales and Victoria the crops are yielding extremely well, but in other parts they are distinctly varied. In Western Australia the quality of wheat is good and the yields in many cases are above expectations, so much so that a total of 38 million bushels is anticipated, the official estimate being quite recently $36\frac{1}{2}$ million bushels. Very little Australian wheat has so far been sold. The disposition for the present is to hold.

Exports of wheat from Australia for the past season (December 1928 to November 1929 inclusive) are equivalent to 105,608,922 bushels, against 72,694,121 bushels for the 1928 season and 107,630,862 bushels for the 1926-27 season.

ECONOMIC CONDITIONS IN SOUTH AFRICA

J. L. MUTTER, ASSISTANT TRADE COMMISSIONER

Cape Town, January 9, 1930.—During the past few weeks retail trade throughout the Union has shown the improvement usual during the Christmas season. Wholesale business, however, remains quiet, and with the foreign trade export surplus for the eleven months ended November estimated at about £6,000,000, the lowest figure recorded for the first eleven months of any year since 1922, it appears likely that this condition will continue.

Farming conditions on the whole remain satisfactory. The latest official estimate of the wheat crop is 3,209,000 bags, and of the oat crop 2,085,000 bags—increases of 60 and 36 per cent respectively over last year's estimates, but it is not anticipated that the record crops in these grains reaped in the 1917-18 season will be exceeded. Present indications are that the yield of barley will also show a considerable increase over that of last season. Prices for South African wool have declined some 5 per cent in accord with overseas tendencies, as have those for maize. The South African Sugar Association reports that their estimate of the yield of sugar from the mills (raw and mill white) for the 1929-30 season is 302,325 tons of 2,000 pounds, in comparison with the actual yield of 295,934 tons for the past season. Market prospects for the next cotton crop are good. The low veld areas of Natal and Eastern Transvaal have enjoyed early and excellent rains, and conditions are most encouraging for growers who increased areas under production this season.

MINING

For the first eleven months of the year the output of the Transvaal gold mining industry totalled 9,559,932 fine ounces valued at £40,620,754, compared with 9,498,835 fine ounces valued at £40,348,487 during the corresponding period

of 1928. The October output of alluvial diamonds in the Western Transvaal was 108,650 carats as against 89,616 carats for October of last year, but the value per carat, consequent upon the stagnation of the American market for the stones, was 43s. 11d., or 6s. 5d. less than in October, 1928.

Recent returns for the Natal and Witbank (Transvaal) coal industries show slightly lower production, and the market for export coal appears to have declined somewhat.

MANUFACTURING

Johannesburg engineering and furniture trades are quiet, while the clothing trade has suffered a serious falling off in business, attributable in part to the effect of the new Mozambique Convention upon the purchasing power of the native labour employed on the mines. Certain Cape Town industries—e.g., boot and shoe, furniture, and confectionery—have experienced seasonal improvement. The local diamond-cutting industry is feeling the effects of the market depression, one factory having closed down and others likely to follow suit. With the exception of the footwear industry in Port Elizabeth and the engineering trade in East London, industrial conditions in these two centres are, on the whole, fairly satisfactory. In summing up the industrial outlook for the Union, the Board of Trade and Industries points to the rapid development throughout the past year of the clothing industry, the increased activity in the building trades, and the prospect of more rapid progress in the engineering industry. The rapid development of the motor industry at Port Elizabeth is commented upon, and the programs of expansion undertaken by the two companies pre-eminent in the industry are expected to increase employment figures to a great extent. The expansion in practically all branches of economic activity, and the progress in recent years in the development of secondary industries, will be reflected, it is felt by the board, in the maintenance of industrial progress throughout the Union during 1930.

RHODESIA AND NYASALAND

General business in Rhodesia has shown the usual seasonal activity, notwithstanding the uneasiness that has been felt on account of the Customs agreement deadlock. Agricultural prospects for the present season are good and the condition of live stock is steadily improving as a result of recent rains. Prices for stock are firm, with farmers showing a tendency to hold back in the hope of obtaining more favourable prices as the condition of their cattle improves. The value of the total mining output, comprising gold, chrome ore, coal, and asbestos, for the ten months ending October was £3,767,559, compared with £3,611,174 for the first ten months of 1928.

In the cotton areas of Nyasaland general trade has remained fairly good, with a tendency to slacken off in other districts. Optimistic forecasts regarding the cotton crop appear to have been justified, and purchases have exceeded those for 1926, the best previous crop year. Business in the tobacco market has been below normal, the best demand having been for good fire-cured tobacco.

EAST AFRICA

Trade prospects for the Mombasa bazaar trade for the next few months are much improved. With the expectation of a good cotton season in Uganda goods are moving to that market, easing the Mombasa position. Prospects for the coffee, wheat, and maize yields are promising throughout.

With the exception of the cotton crop, the value of which is anticipated to be 60 per cent less than last year, other crop prospects in Tanganyika are generally satisfactory. The bazaar trade, however, continues quiet, and it is reported that importers will have to carry over a considerable amount of stock in native goods.

FOREIGN TRADE OF INDIA IN NOVEMBER, 1929

RICHARD GREW, CANADIAN TRADE COMMISSIONER

[NOTE.—At par value of exchange 1 rupee is equal to 36 cents in Canadian currency]

Calcutta, January 6, 1930.—The trade returns of British India for the month of November, 1929, showed increases in the values of imports and exports, with a decrease in re-exports, as compared with the preceding month. The imports were valued at Rs.225,000,000 (\$81,000,000) as against Rs.192,300,000 (\$69,228,000) in October, 1929, and exports including re-exports Rs.273,400,000 (\$98,424,000), of which exports accounted for Rs.268,000,000 (\$96,480,000) and re-exports at Rs.5,400,000 (\$1,944,000) as compared with Rs.256,400,000 (\$92,304,000) and Rs.6,300,000 (\$2,268,000) respectively. Compared with November, 1928, imports, exports and re-exports showed decreases. The comparison of the trade figures for November, 1929, and eight months, April to November, 1929, with those for the preceding month and the corresponding periods of the preceding year, is set forth below:—

	Month of November 1929	Month of October 1929
Imports	Rs.225,000,000 (\$81,000,000)	Rs.192,300,000 (\$69,228,000)
Exports	Rs.268,000,000 (\$96,480,000)	Rs.256,400,000 (\$92,304,000)
Re-exports	Rs. 5,400,000 (\$1,944,000)	Rs. 6,300,000 (\$2,268,000)
	Month of November 1929	Month of November 1928
Imports	Rs.225,000,000 (\$81,000,000)	Rs.232,100,000 (\$83,556,000)
Exports	Rs.268,000,000 (\$96,480,000)	Rs.276,600,000 (\$99,576,000)
Re-exports	Rs. 5,400,000 (\$1,944,000)	Rs. 6,700,000 (\$2,412,000)
	Eight Months April to November 1929	Eight Months April to November 1928
Imports	Rs.626,500,000 (\$225,540,000)	Rs.658,800,000 (\$237,168,000)
Exports	Rs.2,091,400,000 (\$752,904,000)	Rs.2,149,100,000 (\$773,676,000)
Re-exports	Rs.49,200,000 (\$17,712,000)	Rs.53,600,000 (\$19,296,000)

Treasure on private account, including currency notes, showed a net import of Rs.20,900,000 (\$7,524,000) in November, 1929, as against Rs.16,600,000 (\$5,976,000) in the preceding month and Rs.26,400,000 (\$9,504,000) in November, 1928. The import and export figures of gold and silver during the eight months, April to November, 1929, compare as follows with the corresponding period of the preceding year:—

	Eight Months April to November 1929	Eight Months April to November 1928
Gold imported	Rs.94,800,000 (\$34,128,000)	Rs.114,000,000 (\$41,040,000)
Gold exported	Rs.100,000 (\$36,000)	Rs.200,000 (\$72,000)
Silver imported	Rs.79,500,000 (\$28,620,000)	Rs.123,900,000 (\$44,604,000)
Silver exported	Rs.7,500,000 (\$2,700,000)	Rs.23,900,000 (\$8,604,000)

Measured by the statistics of merchandise and treasure, the total visible balance of trade in November, 1929, was Rs.28,900,000 (\$10,404,000) in favour of India, as compared with Rs.54,800,000 (\$19,728,000) in October, 1929, and Rs.26,300,000 (\$9,468,000) in November, 1928.

During the eight months ending November, 1929, the visible balance of trade in merchandise and treasure was Rs.359,000,000 (\$129,240,000) in favour of India, as compared with Rs.342,500,000 (\$123,300,000) in the corresponding period of the preceding year.

CHANGES IN IMPORTS

As compared with November, 1928, the imports of food, drink and tobacco in November, 1929, declined by Rs.2,500,000 (\$900,000) to Rs.46,200,000 (\$16,632,000), and those of manufactured articles by Rs.8,900,000 (\$3,204,000) to Rs.151,400,000 (\$54,504,000) to Rs.22,200,000 (\$7,992,000), while raw materials rose by Rs.4,200,000 (\$1,512,000) to Rs. 22,200,000 (\$7,992,000). Under food, drink and tobacco, imports of sugar declined in quantity by 17,000 tons to 97,000 tons, and in value by Rs.4,300,000 (\$1,548,000) to Rs.16,100,000 (\$5,796,000). The imports of beet sugar recorded an increase of 7,500 tons in quantity and of Rs.1,300,000 (\$468,000) in value. The imports of wheat fell from 43,000 to 28,000 tons in quantity and from Rs.6,300,000 (\$2,268,000) to Rs.4,200,000 (\$1,512,000) in value. Betelnuts recorded an increase of Rs.1,600,000 (\$576,000) in value. Under raw materials, the imports of kerosene oil showed an increase of nearly 5,000,000 gallons in quantity and of Rs.1,900,000 (\$684,000) in value, and fuel oils of over 5,000,000 gallons in quantity and of Rs.800,000 (\$288,000) in value. Raw cotton, imported mostly from Kenya Colony, rose by 450 tons in quantity and by Rs.600,000 (\$216,000) in value. Under manufactured articles, the imports of cotton yarn and manufactures decreased by Rs.3,700,000 (\$1,332,000). The imports of twist and yarn decreased by about 300,000 pounds in quantity and by Rs.900,000 (\$324,000) to Rs.5,400,000 (\$1,944,000) in value. Cotton piece goods fell by about 1,000,000 yards in quantity and by Rs.2,800,000 (\$1,008,000) in value. White and coloured goods recorded decreases of 7,000,000 and 3,500,000 yards in quantity and in value by Rs.1,900,000 (\$684,000) and Rs.2,000,000 (\$720,000) respectively, while grey goods showed an increase of 9,000,000 yards in quantity and of Rs.1,100,000 (\$396,000) in value. There were noticeable decreases under machinery and mill work as follows: minus Rs.2,700,000 (\$972,000), iron and steel—sheets and plates minus Rs.1,500,000 (\$540,000), steel bars minus Rs.900,000 (\$324,000), motor cars minus Rs.600,000 (\$216,000); while there was an increase under railway carriages and wagons plus Rs.600,000 (\$216,000).

VARIATION IN EXPORTS

Exports of food, drink, and tobacco in November, 1929, compared with November, 1928, increased by Rs.4,600,000 (\$1,656,000) to Rs.60,400,000 (\$21,744,000), due mainly to an increase in the exports of rice and tea. Exports of rice, not in the husk, increased by 37,000 tons in quantity and Rs.4,400,000 (\$1,584,000) in value. The exports of tea also rose by 5,000,000 pounds in quantity and by Rs.900,000 (\$324,000) in value. The quantity of coffee exported decreased from 6,000 cwts. to 1,500 cwts., and the value thereof from Rs.400,000 (\$144,000) to Rs.100,000 (\$36,000). Raw materials and produce exported decreased by Rs.2,200,000 (\$792,000) to Rs.13,500,000 (\$48,060,000). Under this group, raw cotton recorded an increase of 6,000 tons in quantity and of Rs.1,600,000 (\$576,000) in value. Of the total shipments, Japan took 8,500 tons, or 23 per cent; Germany, 6,600 tons; Italy, 5,300 tons; Belgium, 4,500 tons; the United Kingdom and China, 4,000 tons each; France, 2,000 tons; and the remainder went mainly to Spain and the Netherlands. Exports of raw jute fell from 148,000 tons to 137,000 tons in quantity, the corresponding decrease in value being from Rs.53,000,000 (\$19,080,000) to Rs.45,400,000 (\$16,344,000). The exports of oilseeds showed a net increase of Rs.6,300,000 (\$2,268,000). Under groundnuts there was an increase of Rs.2,800,000 (\$1,008,000), under linseed of Rs.4,800,000 (\$1,728,000), but the exports of castor seed decreased

by Rs.1,300,000 (\$468,000). The exports of lac decreased by 13,000 cwts. in quantity and by Rs.2,700,000 (\$972,000) in value. Raw hides and skins fell by 570 tons in quantity, but the value rose by Rs.700,000 (\$252,000). Manufactured goods decreased by Rs.11,000,000 (\$3,960,000) to Rs.71,800,000 (\$25,848,000). The number of jute bags shipped rose from 51,000,000 to 53,000,000 in quantity, but the value fell from Rs.24,800,000 (\$8,928,000) to Rs.20,900,000 (\$7,524,000). The yardage of gunny cloth exported fell from 157,000,000 to 127,000,000, and in value from Rs.31,200,000 (\$11,232,000) to Rs.22,400,000 (\$8,064,000). Tanned or dressed hides and skins increased slightly by 65 tons in quantity, but the value decreased by Rs.1,100,000 (\$396,000), while there were noticeable increases under paraffin wax plus Rs.1,800,000 (\$648,000) and pig lead plus Rs.900,000 (\$324,000).

TRADE WITH FOREIGN COUNTRIES

The share of the United Kingdom in imports was 30 per cent in November, 1929, as compared with 44 per cent a year ago, while her share in exports rose from 27 per cent to 29 per cent. The shares of Germany, Japan, and the United States in November, 1929, were respectively 7, 10, and 7 per cent under imports and 9, 4, and 12 per cent under exports.

MOVEMENT OF SHIPPING

The tonnage of vessels entered into British India and cleared outwards with cargoes from and to foreign countries and British possessions during the month of November, 1929, amounted respectively to 749,000 and 737,000 as against 690,000 and 716,000 in October, 1929, and 702,000 and 715,000 a year ago. During the eight months ending November, 1929, the tonnage of vessels entered and cleared with cargoes amounted respectively to 5,417,000 and 5,836,000, as compared with 5,365,000 and 5,439,000 in the corresponding period of the preceding year.

MOTION PICTURE INDUSTRY IN JAPAN

P. V. McLANE, ASSISTANT TRADE COMMISSIONER

[NOTE.—Yen figures converted at the rate of \$49 per 100]

Kobe, January 6, 1930.—In few countries has the motion picture industry made such rapid strides as in Japan. The Japanese people have responded to this form of public entertainment with great zest, and have developed a large and increasingly efficient industry for productions suitable to their own particular tastes and requirements. They now participate in every branch of the motion picture industry. At the present time there are 379 enterprises with a total capitalization of 150,000,000 yen (\$73,500,000), and employes in studios and theatres numbering over 12,000. In this field, as in most others, Japan has attempted to foster the industry, with all its potentialities, as an organization complete within its national boundaries. And now Japan stands with Germany and Russia as one of the three countries, in which American films do not dominate the market. This may be attributed in part to the fact that the greater percentage of the Japanese people do not as yet understand or appreciate the customs of the West as depicted in foreign releases. The pictures made in Japan by Japanese consequently out-number the imported films. The latter, however, still continue to attract the better-educated classes who patronize the leading cinema houses in the larger cities.

The latest figures of the number of films shown in Japan during the year 1926 serve as a comparison:—

	Japanese Films	Foreign Films	Total
Features	3,524	1,780	5,304
Reels	17,380	6,683	24,065
Length (1,000 metres)	4,972	568	5,540

Japanese production is being carried on at a rapidly increasing scale. In the domestic industry there are at the present time eighteen companies. Of these four concerns—the Nippon Katsudo Shashin Kaisha, Shochiku Cinema Kaisha, Teikoku Cinema Engei Kaisha and Toa Cinema Kaisha—are predominant, and function as producers, exhibitors and distributors. They supply the full program—from features to news reels, comedies and educational films—to their own theatres and affiliated houses.

Japanese motion pictures produced during 1928 totalled 798, showing an increase of 150 over 1927. The number of employes working in studios and theatres in April 1927 was 3,036. Of this total scenario writers numbered 42, directors 191, photographers 130, actors 1,162, actresses, 479, and decorators 411. The number employed in the theatres was 9,526, of whom 2,708 were operators, and 6,818 interpreters (180 women).

In the release of films to the theatre public, there are many obstacles peculiar to Japanese conditions. Programs often last between five and six hours, during which time thirty reels are screened. The theatres themselves are usually of typical Japanese structure, with mats in place of chairs. Ventilation and heating are very primitive. Two further hindrances to profitable operation are heavy rentals and severe Government taxation. Fires, resulting from carelessness on the part of unskilled operators, are still not uncommon. But in spite of this motion picture houses have increased rapidly since 1912, as shown by the figures below:—

Motion Picture Houses

	Tokyo	Osaka	Japan
1912	43	37	149
1914	68	39	265
1917	65	10	303
1920	62	34	472
1923	102	53	701
1925	191	68	952
1926	194	83	1,057
1927	202	94	1,172
1928 . . . . .	..	..	1,200

With this increase in theatres, films themselves have greatly improved in technique. Although Japanese productions are still behind foreign pictures, the people continue to prefer, in great part, the popular Japanese "Rengeki" or sword play, reminiscent of the Shogunate régime, to modern films of the West. Foreign companies, however, continue to participate in the market and greater success should be attained through increasing familiarity with and adoption of Occidental customs. At present 140 theatres show foreign films from time to time, and 26 do so exclusively. About 15 per cent of the films shown are of foreign origin, and from these about 15 per cent of the revenue from all films goes to foreign distributors. According to the trade returns published by the Finance office, the total imports of films for cinematograph into Japan for the past three years were as follows:—

	Quantities Kin (1.32 Lbs.)	Value Yen	
1929 (Jan.-Sept. only)	243,558	1,619,420	Negatives
	24,532	590,859	Exposed films
	268,090	2,210,279	Total
1928	321,874	2,102,472	Negatives
	24,871	639,875	Exposed films
	346,745	2,742,347	Total
1927	332,067	2,045,826	Negatives
	25,297	653,132	Exposed films
	357,368	2,698,958	Total

Japanese statistics do not give the countries of origin for the above, but according to the returns of the Dominion Bureau of Statistics the imports of negatives from Canada for the fiscal years ending March 31, 1925 to 1929, were as follows:—

Films, Negatives

1925	1926	1927	1928	1929
\$37,468	\$246,528	\$346,924	\$326,328	\$384,556

Canadian films are well received, and as can be seen from the figures quoted are finding an increasing market each year. The retail price of raw film varies of course with market conditions, but at present it ranges between 7·5 sen (3·675 cents) per foot and 8·5 sen (4·165 cents). The lower range applies to German films and the higher to American.

The Japanese Government, in pursuance of its policy of protection to home industry, has imposed a substantial import duty on cinema materials. Exposed films pay a duty of 8·25 yen (\$4·0415) per kin (1·32 pounds), or approximately three sen per foot. The average feature length of 6,500 feet is assessed at 200 yen (\$98) as duty.

Photographic Instruments—Paper and Dry Plates

Particulars of the imports of these goods are shown below:—

	Instruments		Dry Plates	
	1,000 Yen	1,000 Kin	1,000 Yen	1,000 Kin
1926	296	1,603	1,817	
1927	462	1,620	1,851	
1928	1,013	1,875	2,157	

PHOTOGRAPHIC PAPER

	Baryta Paper		Bromide and Platinum Paper		Other	
	1,000 Kin	1,000 Yen	1,000 Kin	1,000 Yen	1,000 Kin	1,000 Yen
1926	261	201	299	970	19	24
1927	395	282	307	893	35	26
1928	350	240	336	982	64	43

Details of the items composing the heading "Photographic Instruments" in 1928 were:—

Cameras (complete sets)	Yen 580,000	(\$284,200)
Screens and other parts	150,000	(73,500)
Lenses	220,000	(107,800)
Cameras (without lenses)	51,000	(24,990)

The principal sources of supply of complete cameras were:—

(1) For Cinematographs:—	1928		1927	
	No.	Yen	No.	Yen
France	1,883	84,545	263	13,439
United States	989	208,359	646	105,271
Germany	70	10,400	20	1,829
Great Britain	43	4,100	32	1,945

(2) For Microscopes and Aircraft:—	1928		1927	
	No.	Yen	No.	Yen
United States	64	100,014	64	14,691
Germany	45	9,098	59	13,724
Great Britain	11	20,096	3	812

(3) *Others: (a) with a sensitive area not more than 17 cm. in length or of less than 11 cm. in width, subject to the luxury tariff of 100 per cent ad valorem:—*

	1928		1927	
	No.	Yen	No.	Yen
Germany	4,250	91,921	1,960	26,049
United States	496	7,686	156	4,585
Kwantung province	131	1,840	....	....
Great Britain	8	858	85	3,999
France	4	428	105	3,881

(b) *having a sensitive area of larger dimensions, subject to duty at 50 per cent ad valorem:—*

	1928		1927	
	No.	Yen	No.	Yen
Germany	286	9,197	15	4,426
United States	27	11,989	487	11,286
Great Britain	5	3,491	25	2,765

SOUND PICTURES

Sound pictures are now being shown in Tokyo, Osaka, Kyoto and Kobe. Up to the present all the special equipment necessary has been supplied by two American firms. There are reports that one of these companies proposes to manufacture apparatus in Japan for this purpose. The leading Japanese motion picture companies are also experimenting on sound pictures in purely Japanese movies. As yet, however, the market in this country for sound films is quite undeveloped.

The language difficulty may well restrict the type of sound picture which will be found acceptable by the motion picture public in Japan. Pictures of the musical comedy type, and those containing music in other forms, should be welcome, but long dialogues in English would not be intelligible to a Japanese audience. The ordinary motion picture is regularly shown to the accompaniment of a running explanation in Japanese by a professional interpreter (Katsuben), but the sound picture allows no room for his efforts and the understanding of the film which they give to the Japanese audience.

ITALIAN HAY AND GRASS SEED MARKET

A. B. MUDDIMAN, CANADIAN TRADE COMMISSIONER

[1 hectare = 2.471 acres; 1 quintal = 100 kg. (220.4 pounds); 1 lira = \$0.526]

Milan, December 27, 1929.—Italian agricultural statistics distinguish the two types of fodder cultivation, artificial and natural. They also distinguish hay raised on commons, clearings, paths, etc., and other uncultivated lands as "accessory fodder production." As this latter class has no unit surface production, it is not included in the following figures, supplied to this office by the International Institute of Agriculture at Rome. All figures given are for "normal hay"—that is dry hay of mixed quality, the product of good natural grassland, unirrigated, weighing about a quarter its green weight. In 1928 the area planted for artificial grasslands was 2,388,100 hectares and the yield in quintals 103,170,000; and of natural fodder cultivation the area planted was 9,300,100 hectares with a yield of 173,728,000 quintals. The figures for 1929 will not be published by the Italian Bureau of Statistics until next month. But according to market information, owing to drought the production during 1929 was poor and probably inferior to the crop of 1928, which was regarded as very mediocre.

DOMESTIC CROPS AVAILABLE

There are various classes of production which yield one or more crops during the year. For example, the dry grasslands on the hillsides generally give only one crop, or at the most two, a year. The second mowing, when that is possible, is generally extremely poor. On low unirrigated grasslands where the soil is damp the first harvest at the end of May is generally abundant, a poorer second crop is reaped in August, and a third in October. Irrigated lands give three crops known—after the months in which they are mowed—as May, August and September, the first being the richest crop. Artificial pasturage gives five yields a year: February, April, June, July, and September. The first two are used fresh, while the three others are made into hay. Such is the general domestic situation.

EXPORTATION AND IMPORTATION

The international trade of Italy is relatively modest as compared with the national production. Exports in 1928 totalled 132,612 quintals; the principal countries of destination were Tripolitania and Cirenaica (84,128 quintals), Switzerland (29,754), and Jugoslavia (15,317 quintals).

PREVAILING PRICES

The season for hay begins in the month of May. Prices vary considerably from one zone to another according to quality. The average monthly prices in the three last seasons were as follows (in lire per quintal):—

Season	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.
1926-27	63	62	66	66	66	66	66	67	66	65	64	63
1927-28	57	43	42	47	49	50	52	52	53	51	49	48
1928-29	43	37	39	47	49	49	49	50	..	..	..	..

The prices for hay on the principal Italian markets, in lire per quintal, delivered free at station, during the second ten days of October 1929, were:—

	Alessan- dria	Cremona	Milano	Verona	Piacenza	Florence	Perugia	Rome
Loose May hay.. . .	40-44	53-57	56-61*	40-44	46-47	54-64	30-35	36-38*
Loose August hay .. .	34-40	43-47	47-52*	36-40	42-44	40-50	....	....
Lucerne and clover hay	30-32	36-39	42-45*	35-40	31-37	42-50	....	34-36*

* Pressed hay.

TYPES IMPORTED

Italian importing firms are not interested in the best quality of hay, the type preferred being "furnishing" hay, which is of low grade. Canadian hay to find a market must be sound, merchantable and without seed, called in Italian "Lisca". Hay imported from France is pressed in bales of 80 kilos. Tuscany, Romagna, Ravenna and all other marshy parts of the country are the chief areas of production in Italy.

An importer in Italy has expressed an interest in Canada hay. He wished prices c.i.f. Genoa, sale terms, period of shipment, and samples. His consumption is from 3,000 to 4,000 quintals per month.

The "Direzione Commissariato Militare del Corpo d'Armata" purchase hay by auction in Milan, and out of the several firms dealing in hay only one is selected with whom a contract for one year is made for the requirement of local garrison divisions. The Army therefore purchases through Italian dealers who on their own account are importing hay. The daily consumption of three Army divisions is 22,200 kilograms.

GRASS SEEDS

Grass seed is generally imported from England. This is of excellent quality, clean and of good germinative power. Italy produces grass seed in

small quantity. The most important grass seed market in Italy is at Bologna. The following are the grass seeds produced in Italy with prevailing price:—

	Lire per Kg.
Very tall grass (<i>Avena Eliator</i>)— <i>Erba altissima</i>	15
White grass (<i>Holens lanatus</i>)— <i>Erba bianca</i>	8
	Lire per 100 Kg.
Loietto (<i>Lollum Italicum</i>)—Italian loietto	350

Other kinds of grass seed are imported from abroad, mainly from England, some of the principal types being as follows, with prevailing prices:—

	Lire per Kg.
<i>Agrostide Serpeggiante</i> (<i>Agrostis Stolsinfera</i>)	35
<i>Aira Fleussuosa</i> (<i>Aira Flexuosa</i>)	20
<i>Alopecuro dei prati</i> (<i>Alopecurus pratensis</i>)	30
<i>Avena Flavescens</i>	20
<i>Bramo dei prati</i> (<i>Bramus pratensis</i>)	10
<i>Bramo dei campi</i> (<i>Bramus arvensis</i>)	15
<i>Dactile</i> (<i>Dactylis Glamerata</i>)	25
<i>Bromo dolce</i> (<i>Bromus mollis</i>)	10
<i>Festuca altissima</i> (<i>Festuca eliator</i>)	30
<i>Festuca Duriuscula</i>	20
<i>Festuca Svina</i>	25
<i>Festuca dei prati</i> (<i>Festuca pratensis</i>)	30
<i>Festuca rossa</i> (<i>Festuca rubra</i>)	30
<i>Fleolo</i> (<i>Phleum pratense</i>)	20
<i>Loietto Inglese</i> (<i>Ray grass extra</i>)	9
<i>Loietto Inglese Pacey</i> (<i>Finer grass</i>)	10
<i>Paleino Adoroso</i> (<i>Authoxanthum Adoratum</i>)	40
<i>Poa dei prati</i> (<i>Poa pratensis</i>)	30
<i>Poa trivialis</i>	30
<i>Ventolana dei prati</i> (<i>Cynosums cristatus</i>)	30

FREE ZONE IN THE PORT OF PIRÆUS

HENRI TURCOT, CANADIAN TRADE COMMISSIONER

Athens, January 23, 1930.—Upon the advice of the Piræus Port Commission, the Greek Government has recently decided to establish in that port a free zone of a commercial and industrial nature. The benefits which are anticipated to be derived from the establishment of such a free zone may be summarized as follows: Better facilities will be afforded for import and transit trade, which is at the present time seriously handicapped by the numerous and intricate customs formalities; handling of goods will be facilitated; storage fees will be considerably reduced; the suppression of private warehouses will hinder smuggling; commerce and manufacturing will be free of any customs formalities within the limits of the free zone; and finally, as repairs to steamers will be effected in the free zone, Piræus is expected to become a first-class naval base.

It is to be noted that, contrary to what might be thought, the establishment of a free zone at Piræus will not adversely affect that already existing at Salonika, the main object of which is to serve as port of transit to goods destined to Jugoslavia and a portion of Albania. Piræus will endeavour to monopolize the transit trade that Salonika, owing to her geographical position, cannot obtain, and that which Constantinople has lost through lack of accommodation—that is, transit trade with Russia, Bulgaria, Roumania, Turkey in Asia, Cyprus, and a portion of the North African coast.

The space now occupied by warehouses in the port of Piræus is placed at 14,000 square metres. When improvements in the free zone are completed this space will be increased by 85,000 square metres, and the total area covered by sheds will be 174,000 square metres. The volume of transit trade in the Piræus port is placed at 35,000 metric tons per annum. It is anticipated that this figure will be much increased when the free zone is finally established.

TARIFF CHANGES AND CUSTOMS REGULATIONS

Deferred Australian Customs Duties

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, January 8, 1930.—Owing to Australian manufacturers being still unable to supply domestic requirements, increased customs duties on certain commodities which had been previously deferred from time to time have been further deferred until the dates specified opposite each item.

The tariff items and commodities affected are:—

Item		
6 (B)	Acetone.. . . .	July 1, 1930
152 (A)	Iron and steel tubes or pipes (except riveted, cast, close-jointed or cycle tubes or pipes) not more than 3 inches internal diameter; iron and steel boiler tubes.. . . .	Jan. 1, 1931
168 (B)	Sewing machines, treadle or hand, of the type ordinarily used in the household— (1) Machine heads, whether imported separately or forming part of the complete machine, including accessories except wrenchs and oil cans.. . . .	March 1, 1930
186	Screw hooks, eyes and rings	Jan. 1, 1931
279 (A)	Citric acid	Jan. 1, 1931
392 (A)	Yarns, cotton, including mercerized cotton yarn	April 1, 1930
397 (D)	Explosives, viz.: powder, sporting; wads for cartridges, n.e.i.; caps, percussion; cartridges for military purposes; detonators; cartridge cases, empty, capped, or uncapped; fuse cotton; mining fuses, electrical	Jan. 1, 1931

The present rate of duty and those deferred on these items are as follows:—

Item	Present Rates		Deferred Rates	
	British Preferential	General	British Preferential	General
6 (B)	Free	Free	30%	40% ad val.
152 (A)	Free	10% ad val.	40%	60% ad val.
168 (B)	Free	10% ad val.	£2 10s.	£3 10s. each
186	Free	10% ad val.	27½%	40% ad val.
279 (A)	Free	10% ad val.	25%	40% ad val.
392 (A)	Free	5% ad val.	20%	35% ad val.
397 (D)	Free	10% ad val.	15%	25% ad val.

Irish Free State Invoice Requirements

Referring to the notice which appeared in *Commercial Intelligence Journal* No. 1354 (January 11, 1930), page 83, Mr. J. H. English, Canadian Trade Commissioner, Dublin, writes that the regulations recently introduced into the Irish Free State requiring an indication of the country of origin on customs entry forms for certain imported goods refers entirely to the entry form, and as such does not concern Canadian exporters or the preparation of their shipping documents, being rather a matter for the importer in the Irish Free State.

German-Swedish Trade Treaty in Operation

With reference to the article in *Commercial Intelligence Journal* No. 1357 (February 1, 1930), page 173, concerning the German tariff, Mr. L. D. Wilgress, Canadian Trade Commissioner in Hamburg, cables that the new German-Swedish trade agreement which affects some of these duties has been ratified and is to be effective as from February 11, 1930.

Duty on Agricultural Machinery Entering Portugal

The duty on agricultural machinery entering Portugal under a new tariff which went into operation on January 6, 1930, is 1·2 gold centavos per kilogram—that is to say approximately 59½ Canadian cents per 100 pounds. The former rate was approximately 5 cents per 100 pounds.

Portugal Abolishes Tax on Clearance Notes

The British *Board of Trade Journal* announces that a Portuguese decree, No. 17,823, dated December 30, published January 6, and which provides for the enforcement of a new Portuguese customs tariff in Continental Portugal and Madeira and the Azores abolishes a tax on clearance notes which had been created by Decree No. 15,815, on July 31, 1928. This tax was levied at the rate of $2\frac{1}{2}$ per cent on imports and 2 per cent on exports (on the value of the goods plus duty). The decree also makes provision for a refund to importers of consular fees paid on consignments which are cleared subsequent to the date of enforcement of the new tariff (January 6, 1930). A fee of 10 shillings is substituted in respect of the consular endorsement of declaration of cargo for the former fee of 3 per cent ad valorem for most goods and one-half per cent ad valorem for certain foodstuffs and raw materials.

Change of Import Duty Basis in China

L. M. COSGRAVE, CANADIAN TRADE COMMISSIONER

Shanghai, January 15, 1930.—The Ministry of Finance, Nationalist Government, under the above date has issued an official order to the Maritime Customs Administration to the following effect:—

Commencing with February 1, 1930, customs duties on imports from abroad will be collected on a gold basis. Other customs dues and charges, however, will continue to be collected as heretofore.

In converting specific rates to a gold basis, the approximate average rate of exchange for the last quarter of 1929 will be used from February 1 to March 15, 1930. On and after March 16, 1930, the approximate average rate of exchange for the month of January, 1929, will be used.

On and after February 1, 1930, the Haikwan tael will be discontinued as the unit of calculation of duties on imports from abroad. Instead, a new gold unit will be used. This unit will be equal to 60.1866 centigrammes of pure gold and will therefore be equivalent to gold dollar 0.40 or 19.7265 pence sterling, or 0.8025 gold yen. From February 1 to March 15, 1930, inclusive, specific duties on imports from abroad now expressed in Haikwan taels will be converted into the new unit on the basis of Haikwan tael one equals 1.50 of the new unit; and beginning with March 16, 1930, on the basis of Haikwan tael one equals 1.75 of the new unit.

As heretofore, dollars, taels, and other currencies will be received in payment of duties. The rates at which such currencies will be accepted in payment of duties expressed in the new unit will be officially announced from time to time. At least three days' public notice will be given in the event of change in rates. While for obvious reasons no attempt will be made to follow daily exchange fluctuations, these rates will closely approximate market rates between the respective local currency and gold standard currencies.

In connection with the above order, the Ministry of Finance advises that the general effect will be to restore the import tariff duties to the same proportion of the dutiable value as existed at the time the present tariff entered into force (February 1, 1929), and thus bring into effect the normal relationship between specific and ad valorem rates of duty.

As was pointed out in the report on trade and economic conditions in China which appeared in *Commercial Intelligence Journal* No. 1358 (February 8), the gold payments made by the Chinese Government to meet interest and repayments on existing foreign loans as at the end of the calendar year 1929 were some 20 per cent greater than at the end of 1928, and the introduction of the above gold basis is designed to equalize such payments.

In the opinion of leading financial authorities, such increases in duty as may result after March 16 will not have any serious effect on trade, though specific duties will show an increase of approximately 20 per cent at the present rate of exchange and ad valorem duties approximately 3 per cent.

It is further pointed out that the basis of conversion at the rate selected—viz. the average rate in January, 1929—compares favourably with the average rate for the four years ending December 31, 1929.

SCANDINAVIAN WOOD-PULP FOR THE UNITED STATES

It is announced from New York that the various shipping companies operating between the Scandinavian countries and New York have signed an agreement covering the carriage of wood-pulp across the Atlantic, writes a Stockholm correspondent of the *London Times Trade Supplement*. It has been sanctioned by the United States Shipping Board and provides for minimum rates of freight on all wood-pulp shipped from Norway and Sweden. Excepting in January, February, March, and the first half of April, the Swedish cargoes are to be divided in the proportion of two to one between the Swedes and the Americans. During the other period, when shipments take place exclusively from Stockholm and Gotenburg, the cargoes are to be shared in equal proportions. All Norwegian pulp is to be carried exclusively by the Norwegian lines.

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING FEBRUARY 10

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending February 10, 1930, with the official bank rate. Quotations for the week ending February 3, 1930, are also given for the sake of comparison.

Country	Unit	Parity	Nominal Quotations in Montreal Feb. 3	Nominal Quotations in Montreal Feb. 10	Official Bank Rate
Austria	Schilling	.1407	\$.1440	\$.1435	7
Belgium	Belga	.1390	.1407	.1403	3½
Bulgaria	Lev	.0072	.0072	.0073	10
Czechoslovakia	Krone	.0299	.0299	.0298	5
Denmark	Krone	.2680	.2703	.2695	5
Finland	Markka	.0252	.0254	.0253	7
France	Franc	.0392	.0396	.0394	3
Germany	Reichsmark	.2382	.2414	.2404	6
Great Britain	Pound	4.8666	4.9153	4.8975	4½
Greece	Drachma	.0130	.0131	.0130	9
Holland	Guilder	.4020	.4055	.4039	4
Hungary	Pengo	.1749	.1768	.1762	7
Italy	Lira	.0526	.0529	.0527	7
Jugo-Slavia	Dinar	.1930	.0178	.0178	6
Norway	Krone	.2680	.2700	.2692	5
Portugal	Escudo	1.0805	.0454	.0453	8
Roumania	Leu	.0060	.0061	.0060	9
Spain	Peseta	.0000	.1344	.1311	5½
Sweden	Krona	.2680	.2712	.2702	4½
Switzerland	Franc	.1930	.1950	.1944	3½
United States	Dollar	1.00	1.0106	1.0071	4
Argentina	Peso (Paper)	.4244	.4017	.3827	—
Brazil	Milreis	.1196	.1149	.1133	—
Chile	Peso	.1217	.1219	.1218	6
Colombia	Peso	.9733	.9777	.9744	9
Mexico	Peso	.4985	.4780	.4770	6-7
Peru	Libra	4.8666	4.0323	4.0186	7
Venezuela	Bolivar	.1930	.1945	.1938	—
Uruguay	Peso	1.0342	.9247	.8938	—
Cuba	Peso	1.0000	.9993	.9993	—
Java	Guilder	.4020	.4052	.4038	5½
Shanghai	Tael	.0000	.4952	.4910	—
India	Rupce	.3650	.3688	.3676	7
Japan	Yen	.4985	.4971	.4955	5.48
Siam	Baht (Tical)	.4424	.4573	.4557	—
Straits Settlements	Dollar	.5678	.5677	.5658	—
Jamaica	Pound	4.8666	4.9141	4.8974	—
British Guiana	—	—	—	—	—
Barbados	—	1.0000	1.01¼¢—1.02¼¢	1.01½ —1.02½	—
Trinidad	—	—	—	—	—
Other British West Indies	—	1.0000	1.01¼¢—1.02¼¢	1.01½¢—1.02½¢	—
Martinique	Franc	.0392	.0397	.0395	—
Guadeloupe	Franc	.0392	.0397	.0395	—

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT KINGSTON, BELLEVILLE, PETERBOROUGH, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.); AND THE MARITIME PROVINCES TRADE COMMISSION, TORONTO.

Foodstuffs

179. FLOUR.—A firm of flour importers in Glasgow will be glad to hear of any shippers of Canadian flour who are in need of an active connection in Scotland or shippers of any commodity used by bakers.

180. WHEAT FLOUR.—A Copenhagen firm of agents wish to represent a Canadian export mill of wheat flour.

181. WHEAT FLOUR.—A Gothenburg firm of agents wish to represent a Canadian exporter of wheat flour.

182. WHEAT AND RYE FLOUR.—A Copenhagen agent wishes to represent a Canadian wheat and rye flour mill.

183. GRAIN.—An Oslo firm of agents wish to represent a Canadian exporter of grain.

184. CANNED SALMON.—A Helsingborg agent wishes to represent a Canadian exporter of canned salmon.

185. CANNED SALMON.—A Copenhagen firm of agents wish to represent a Canadian exporter of canned salmon.

186. SALTED SALMON IN BARRELS.—A Stockholm firm of agents wish to represent a Canadian exporter of salted salmon in barrels.

187. CANNED LOBSTER.—A Copenhagen firm of agents wish to represent a Canadian exporter of canned lobster.

188. CANNED LOBSTER.—A Stockholm firm of agents wish to represent a Canadian exporter of canned lobster.

189. CANNED LOBSTER.—A Helsingborg agent wishes to represent a Canadian exporter of canned lobster.

190. PACKING HOUSE PRODUCTS.—A Stockholm firm of agents wish to represent a Canadian exporter of pork and lard.

191. MILDLY CURED HORSE MEAT.—A Gothenburg firm of agents wish to represent a Canadian exporter of mildly cured horsemeat.

192. CANNED FRUIT.—A Helsingborg agent wishes to represent a Canadian exporter of canned fruit.

193. EVAPORATED APPLES.—A Gothenburg firm of agents wish to represent a Canadian exporter of evaporated apples.

194 and 195. EVAPORATED APPLES.—Two Copenhagen firms of agents wish to represent a Canadian exporter of evaporated apples.

196. CHEESE.—A Belfast firm are anxious to secure a connection with a reliable exporter of Canadian cheese.

Miscellaneous

197. TIMBER.—A firm of timber brokers in Glasgow are desirous of forming a reliable connection in Quebec or Montreal for the sale of Canadian birch logs. Planks and yellow pine (white pine), and deals and sidings.

198. STAVES.—An established firm of timber importers in the North of England are open to receive quotations on tongued and grooved staves made from white close-grained wood 32 inches long, $\frac{1}{2}$ -inch thick, to be used in barrels with tops of 21 inches and centres of 25 inches diameter respectively. Width of staves to be from $2\frac{1}{2}$ inches to $4\frac{1}{2}$ inches broad, averaging not less than 3 inches. Quotations required c.i.f. Liverpool.

199. WALLBOARD.—Shanghai firm desire to secure connections with Canadian manufacturers of wallboards such as "Beaver" and "Essex" boards. Firms interested should forward c.i.f. prices, discounts, and small samples.

200. MICA SHEETS.—A British firm in Shanghai desire to be put in touch with Canadian suppliers of mica sheets for stoves. Samples and lowest c.i.f. prices should be forwarded direct to the Canadian Government Trade Commissioner at Shanghai.

201. RUBBER FOOTWEAR.—A Bergen firm of agents wish to represent a Canadian exporter of rubber footwear.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Halifax

To LIVERPOOL.—Nova Scotia, Feb. 18 and March 25; Newfoundland, March 8—both Furness Line; Albertic, Feb. 24; Doric, March 10; Arabic, March 24—all White Star Line; Manchester Merchant, Manchester Line, Feb. 26; Scythia, Feb. 17; Andania, March 3 and 31—both Cunard Line; Airthria, Anchor-Donaldson, March 17.

To LONDON.—Megantic, March 15; Napierian, March 31—both White Star Line; Ascania, Feb. 24; Alaunia, March 3; Ausonia, March 10—all Cunard Line; Vardulia, Feb. 17; Lancaster, March 24—both Anchor-Donaldson; Valemore, Furness Line, Feb. 24.

To MANCHESTER.—Manchester Commerce, Feb. 22; Manchester Division, March 8; Manchester Brigade, March 22—all Manchester Line.

To SOUTHAMPTON.—Megantic, White Star Line, March 15.

To GLASGOW.—Salacia, Feb. 22; Airthria, March 17; Kastalia, March 21—all Anchor-Donaldson.

To GOTHENBURG.—Drottningholm, Feb. 24; Gripsholm, March 24—both Swedish-American Line.

To BREMEN.—Dresden, Furness Line, March 8.

To ST. JOHN'S, Nfld.—Rosalind, Feb. 18 and March 4 and 18; Silvia, Feb. 25 and March 11 and 25—both Furness-Red Cross Line; Sambro, Feb. 21 and March 7 and 21; Farnorth, Feb. 28 and March 14 and 28 (also calls at North Sydney)—both Farquhar SS.; Sollund (also calls at Newfoundland outports), Newfoundland-Canada SS., Feb. 27.

To ST. PIERRE-MIQUELON.—Fernfield, Feb. 18 and March 4 and 18; Sambro, Feb. 21 and March 7 and 21; Farnorth, Feb. 28 and March 14 and 28—all Farquhar SS.; Sollund, Newfoundland-Canada SS. Ltd., Feb. 27.

To SOUTH AMERICAN PORTS.—Canadian Traveller, Feb. 20; Canadian Spinner, March 20—both Canadian National.

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Lady Hawkins, Feb. 21; Lady Drake, March 7; Lady Nelson, March 21—all Canadian National; a steamer, Feb. 27; Peter Maersk, March 13; Agnete Maersk, March 27—all Ocean Dominion (do not call at Nevis, Montserrat, or Dominica).

To HAMILTON, BERMUDA; NASSAU, BAHAMAS; KINGSTON, JAMAICA; AND BELIZE, BRITISH HONDURAS.—Cathcart (does not call at Bermuda or Nassau), Feb. 22 and March 22; Lady Rodney, March 1 and 29; Cavelier (does not call at Bermuda or Nassau), March 8; Lady Somers, March 15—all Canadian National.

To ST. GEORGE (BERMUDA), PORTO RICO, ST. KITTS, ANTIGUA, GUADELOUPE, MARTINIQUE, BARBADOS, TRINIDAD AND DEMERARA.—Cornwallis (also calls at St. Vincent, Grenada and Tobago), Feb. 27; Champlain, March 13; Colborne (also calls at St. Vincent, Grenada and Tobago), March 27—all Canadian National.

To SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Caledonia, Feb. 19 and March 19; Otter (also calls at Montego Bay and other Jamaica outports), March 5—both Pickford & Black.

To AUSTRALIAN PORTS.—Canadian Commander, Feb. 28; Canadian Scottish, March 31—both Canadian National.

To NEW ZEALAND PORTS.—Canadian Transporter, Feb. 25; Canadian Conqueror, March 25—both Canadian National.

From St. John

To AVONMOTH, CARDIFF AND SWANSEA.—Concordia, Anchor-Donaldson Line, March 19.

To GLASGOW.—Beaverburn, Feb. 21; Minnedosa, March 7; Melita, March 20—all Canadian Pacific; Salacia, Feb. 28; Airthria, March 14; Kastalia, March 22—all Anchor-Donaldson.

To BELFAST AND DUBLIN.—Melmore Head, Feb. 20; Carrigan Head, March 16—both Head Line, (cargo accepted for Londonderry and Cork).

To LIVERPOOL.—Beaverburn, Feb. 21; Montrose, Feb. 28; Minnedosa, March 7; Montcalm, March 14; Duchess of York, March 21; Duchess of Atholl, March 28—all Canadian Pacific.

To LONDON.—Beaverdale, Feb. 21 and March 28; Beaverhill, Feb. 28; Metagama, March 7; Beaverbrae, March 14; Beaverburn, March 21—all Canadian Pacific.

To MANCHESTER.—Manchester Commerce, Feb. 20; Manchester Division, March 6; Manchester Brigade, March 20—all Manchester Line.

To SOUTHAMPTON.—Melita, Feb. 20; Montrose, March 27—both Canadian Pacific.

To ANTWERP.—Beaverdale, Feb. 21; Metagama, March 7; Montrose, March 27—all Canadian Pacific; Hada County, March 8; Grey County, March 21—both County Line.

To HAMBURG.—Melita, Canadian Pacific, Feb. 20; Kings County, March 10; Kent County, March 28—both County-Hamburg American Line.

To HAVRE.—Hada County, March 8; Grey County, March 21—both County Line.

To SOUTH FRANCE AND ITALIAN PORTS.—Valprato, Feb. 25; Valfiorita, March 15—both Lloyd Mediterraneo Italian Service.

To ROTTERDAM.—Brant County, Feb. 20; York County, March 3; Laval County, March 17—all County Line.

To COPENHAGEN AND BALTIC PORTS.—A steamer, Scandinavian-American Line, Feb. 25.

To WEST AND SOUTH AFRICAN PORTS.—Cochrane, Elder Dempster Line, Feb. 25.

To SUEZ, PORT SUDAN, ADEN, MOMBASA (KILINDINI), TANGA, DAR-ES-SALAAM, MADRAS, RANGOON AND CALCUTTA.—City of Perth, American and Indian SS., Feb. 23.

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTserrat, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Lady Drake, Feb. 27; Lady Nelson, March 13; Lady Hawkins, March 27—all Canadian National; a steamer, Feb. 21; Peter Maersk, March 7; Agnete Maersk, March 21—all Ocean Dominion (do not call at Nevis, Montserrat or Dominica).

To ST. PIERRE-MIQUELON AND ST. JOHN'S, Nfld.—Sollund, Newfoundland-Canada SS. Ltd., Feb. 24.

From Vancouver

To YOKOHAMA, KOBE, SHANGHAI, HONGKONG AND MANILA.—Empress of Russia (also calls at Honolulu), March 8; Empress of Asia, March 29—both Canadian Pacific.

To YOKOHAMA, KOBE, MIKE AND HONGKONG.—Talthybius, Feb. 18; Ixion, March 11—both Blue Funnel.

To YOKOHAMA, KOBE, OSAKA AND DAIREN.—London Maru (also calls at Taku), Osaka Shosen Kaisha, Feb. 28.

To YOKOHAMA, KOBE AND SHANGHAI.—Arizona Maru, March 1; Africa Maru, March 7—both Osaka Shosen Kaisha.

To AUCKLAND, WELLINGTON, DUNEDIN AND LYTTELTON.—Golden Coast, Feb. 17; Golden Cross, March 18—both Oceanic and Oriental Navigation Co.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Niagara, Canadian-Australasian Line, March 5.

To WELLINGTON, MELBOURNE AND SYDNEY.—Wairuna, Canadian-Australasian Line, Feb. 27.

To PAPEETE, AUCKLAND, MELBOURNE AND SYDNEY.—Waiotapu, Canadian-Australasian Line, March 2.

To SYDNEY AND MELBOURNE.—Pacific Commerce, Australian B.C. Shipping Co., Ltd., about March 15.

To BRISBANE, SYDNEY, MELBOURNE AND ADELAIDE.—Boren, Transatlantic SS., March 10.

To CAPETOWN, DURBAN AND LOURENCO MARQUES.—West Cusseta, about Feb. 28 (also calls at East London); West Grama, around middle of March (also calls at Algoa Bay)—both B.C. Shipping Agencies Limited.

To MANCHESTER.—Pacific Ranger, Furness (Pacific) Ltd., Feb. 22.

To LIVERPOOL, SOUTHAMPTON, LONDON AND ROTTERDAM.—Loch Monar, March 1; Nebraska, March 12; Delftdyk, March 27—all North Pacific Coast Line.

To HAMBURG, BREMEN AND ANTWERP.—Oakland, Feb. 28; San Francisco, March 14—both Hamburg-American Line; Eemdyk, Feb. 28; Grootendyk, March 24—both North Pacific Coast Line (also call at Rotterdam).

To BARCELONA, MARSEILLES, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Leme, Navigazione Libera Triestina, March 4.

To BAHIA BLANCA, BUENOS AIRES, MONTEVIDEO, ROSARIO AND SANTA FÉ.—Villanger, February; Hindanger, March—both Westfal-Larsen.

To PORT OF SPAIN (TRINIDAD) AND BRIDGETOWN (BARBADOS).—Chr. Knudsen, about Feb. 20; Victoria, about March 12—both Canadian Transport Co. Ltd.

To PUERTO COLOMBIA.—Point San Pablo, Feb. 20 (also calls at Curacao and Kingston); Point Fermin, March 6; Point Bonita, March 15; Point Montara, March 24 (also calls at Curacao and Kingston); Point Sur, March 29—all Gulf Pacific Line.

Note.—Firms who desire information concerning ocean mail services may have their names placed on the mailing list of the Post Office Weekly Bulletin by applying to the Post Office Department.

LISTS OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

Copper Bars and Rods Bounty Act.
Electricity and Fluid Exportation Act. Electricity Inspection Act.
Electric Units Act. Gas Inspection Act. Gold and Silver Marking Act.
Grain Act. Hemp Bounty Act. Inland Water Freight Rates Act.
Statistics Act. Weights and Measures Inspection Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents.)
Canada-West Indies Conference (1920). (Price 25 cents.)
Canada-West Indies Conference Report (1925). (Price \$1.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 10 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada \$3.50; single copies, 10 cents.
Czechoslovakia as a Market for Canadian Products (1927). (Price 25 cents.)
Denmark as a Market for Canadian Products (1926). (Price 25 cents.)
French-Canadian Homespun Industry.
Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)
Lumber Market of Japan (1926). (Price 25 cents.)
Markets of British Malaya (1923). (Price 25 cents.)
Markets of Central America (1929). (Price 25 cents.)
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price 25 cents.)
Peru as a Market for Canadian Products (1926). (Price 25 cents.)
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)
Russian Trade (1916). (Price 25 cents.)
Sweden as a Market for Canadian Products (1928). (Price 25 cents.)
Switzerland as a Market (1929). (Price 25 cents.)
Trade of the African Sub-Continent (1928). (Price 25 cents.)
Trade of the New Countries of Southeast Europe (1921). (Price 25 cents.)
Trading Opportunities in Scandinavia (1922). (Price 25 cents.)
Trade Possibilities of the Baltic States (1929). (Price 25 cents.)
Trading with Colombia and Venezuela (1928). (Price 25 cents.)
Trading with Egypt (1921). (Price 25 cents.)
Trading with Greece (1921). (Price 25 cents.)
Trading with Spain (1926). (Price 25 cents.)
West Africa and its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.

Census of Canada.
Census of Prairie Provinces (1916).
Miscellaneous Statistics respecting the following: Criminal; Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones, water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures: Vital (annual and monthly).
Monthly Bulletin of Agricultural Statistics.
Sixty Years of Canadian Progress (1927). (Price 10 cents.)
Year Book of Canada.
Report of the Dominion Statistician, Annual.
Trade of Canada (Imports and Exports), Annual and Monthly.
Trade (Internal), including grain, live stock, coal prices, etc.

COMMERCIAL INTELLIGENCE SERVICE

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, B. Mitre 430, Buenos Aires. *Cable Address, Canadian.* Territory includes Chile and Uruguay.

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*
Commercial Agent: B. Millin, The Royal Exchange, Sydney, N.S.W.

Belgium

Jean J. Guay, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.* (Territory includes Roumania, Bulgaria, Hungary.)

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Ed. Da "A Noite"—Sala 802, Praca Maua. *Cable Address, Canadian.*

British West Indies

Trinidad: R. T. Young. Address for letters—P.O. Box 125, Port of Spain. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*

Jamaica: F. W. Fraser, P.O. Box 225, Kingston. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, the Bahamas and British Honduras.) *Cable Address, Canadian.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—North China Daily News Building, 17 The Bund, Shanghai. *Cable Address, Canadian.*

Cuba

James Cormack. Address for letters—Apartado 1945. Office Address: Calle Obrapia 35, Havana, Cuba. (Territory includes San Domingo and Porto Rico.) *Cable Address, Canadian.*

France

Hercule Barré, 3 rue Scribe, Paris (9). *Cable Address, Cancomac.* (Territory includes French Colonies in North Africa, Egypt, Palestine, Syria.)

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Canadian.* (Territory covers Germany—except the Rhine Valley—Czechoslovakia, Austria, Poland, Esthonia, Latvia, Lithuania and Soviet Russia.)

Greece

Henri Turcot, 8 Metropole Street, Athens. (Territory includes Turkey.) *Cable Address, Canadian.*

Hongkong

Paul Sykes. Address for letters—P.O. Box 80. Office—Exchange Building, Hongkong. Territory includes South China, the Philip-pines, and Indo-China. *Cable Address, Canadian.*

India and Ceylon

Richard Grew, P.O. Box 2003, office, 8 Esplanade Mansions, Government Place East, Calcutta. *Cable Address, Canadian.*

Irish Free State

J. H. English, 66 Upper O'Connell street, Dublin. *Cable Address, Canadian.*

Italy

A. B. Muddiman, Via Manzoni Nr. 5—Milan (102). *Cables, Canadian.* Territory includes Spain, Portugal, Gibraltar, Canary Islands, Malta, Italian Colony in Africa, Albania, Jugoslavia, and Cyprus.)

Japan

Tokyo: J. A. Langley, Commercial Secretary. Address for letters, P.O. Box F. 101, Tokyo Central. Office, Imperial Life Assurance Building, Marunouchi, Tokyo. *Cables, Canadian.*
Kobe: Acting Trade Commissioner. Address for letters, P.O. Box 230. Office, Chamber of Commerce Bldg., Kobe. *Cables, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. (Territory includes Central American Republics.) *Cable Address, Cancoma.*

Netherlands

J. C. Macgillivray, Beursplein 26B, Rotterdam. (Territory includes the Rhine valley and Switzerland.) *Cable Address, Canadian.*

Netherlands East Indies

G. R. Heasman, P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Yorkshire House, Shortland street, Auckland. *Cable Address, Canadian.*

Norway

F. H. Palmer, Jernbanetorget 4, Oslo. (Territory includes Scandinavian countries and Finland.) *Cable Address, Canadian.*

Panama

J. A. Strong, P.O. Box No. 222, Panama City. (Territory includes Venezuela and Colombia.) *Cable Address, Canadian.*

Peru

G. R. Stevens, Casilla 1212, Lima. Office, Calle Coca, 478. (Territory includes Bolivia and Ecuador.) *Cable Address, Canadian.*

South Africa

C. S. Bissett, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

London: Harrison Watson, Canadian Building, Trafalgar Square, S.W. 1, England. *Cable Address, Sleighing, London.*

London: J. Forsyth Smith, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C. 2. *Cable Address, Canfrucum.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany and Spain.)

Liverpool: Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street, *Cable Address, Canadian.*

Bristol: Douglas S. Cole, Sun Building, Clare street. *Cable Address, Canadian.*

Glasgow: Gordon B. Johnson, 200 St. Vincent Street, Scotland. *Cable Address, Cantracom.*

United States

New York City: Frederic Hudd, 44 Whitehall street. *Cable Address, Cantracom.*

Chicago: R. S. O'Meara, Willoughby Tower, 8 S. Michigan Avenue. *Cable Address, Canadian.*

NOTE.—Bentley's Second Phrase Code is used by Canadian Trade Commissioners.

Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. James Malcolm, M.P.

Deputy Minister: F. C. T. O'Hara

Director, Commercial Intelligence Service: C. H. Payne

Published in English and French. Subscription Price for either edition: \$1 per annum in Canada (single copies 5 cents each); \$3.50 outside the Dominion (single copies 10 cents each). Remittances, which may be made by Post Office or Express Orders, or Drafts, or Cheques, payable at par in Ottawa; should be addressed to the King's Printer, Government Printing Bureau, Ottawa.

Vol. XLII

Ottawa, February 22, 1930

No. 1360

TABLE OF CONTENTS

	Page		Page
Review of Trade of the United Kingdom, 1929—II. Overseas Trade.....	273	Birmingham Grocers' Exhibition.....	394
Provision Trade of the North of England during 1929.....	281	Export Trade of Argentina.....	305
North of England Timber Trade in 1929	284	British Merchandise Marks Recommendations.....	305
Exports from Canada to the United States.....	288	Tariff Changes, etc.—	
Aviation Development in India.....	290	South African-Rhodesian Customs Agreement.....	305
Chilean Fruit Industry.....	290	New Egyptian Tariff in Effect.....	306
Dried Codfish for Greece: A Correction.	290	Higher Duties in Finland on Cereals.....	306
Greek Market for Agricultural Machinery and Implements.....	291	Housing Scheme in Chile.....	306
Change in Monetary Unit of Peru.....	298	Tenders Invited—New Zealand.....	306
Trade of Peru during 1928.....	298	Foreign Exchange Quotations.....	307
Asphalt Production of Cuba.....	302	Trade Inquiries.....	308
Invoice Requirements in Jamaica.....	303	Sailings from Canadian Ports.....	309
		List of Acts, etc., Administered.....	311
		Commercial Intelligence Service.....	312

REVIEW OF THE TRADE OF THE UNITED KINGDOM, 1929

HARRISON WATSON, CANADIAN TRADE COMMISSIONER

II

Overseas Trade

Consequent upon the vital rôle which export trade plays in the prosperity of the United Kingdom, the official returns of trade, both import and export, with the other countries of the world, invariably reflect the general tendency of business during the period under consideration.

The figures for the calendar year 1929 now issued afford an additional justification for the use of the description "disappointing."

While the aggregate trade by valuation does not mark any very abnormal deviation from the figures of the preceding year, even when bearing in mind that wholesale prices at the end of 1929 were 5 per cent or more lower than in 1928, an examination of the details discloses several features of a much less satisfactory nature.

In the first place, the value of imports increased by nearly £26,000,000 and while United Kingdom exports were up by almost £6,000,000, re-exports of imported merchandise fell away by £10,500,000, the result being that the grand total of export trade of both kinds decreased by £4,500,000 in comparison with 1928.

As a consequence, the preponderance of the value of imports over exports attained no less a sum than £382,294,000, representing a growth in the so-called "adverse balance" of £30,558,000 over that of the preceding year.

The official figures of the overseas trade for 1929 and the two preceding years were as follows:—

	1927	1928	1929
Imports	£1,218,341,150	£1,195,598,413	£1,221,591,062
Exports (British)	709,081,263	723,579,089	729,554,967
Re-exports	122,952,839	120,283,244	109,741,759
Total	£2,050,375,252	£2,039,460,746	£2,060,887,788

In order to better appreciate the incidence of trading, there is also reproduced the details of imports, exports, and re-exports under the classifications used by the Board of Trade:—

TABLE OF IMPORTS, EXPORTS, AND RE-EXPORTS, ACCORDING TO THE BOARD OF TRADE CLASSIFICATION, DURING THE CALENDAR YEARS 1927, 1928, AND 1929

(a) Imports, Value c.i.f.

	1927	1928	1929
Food, drink and tobacco	£ 538,526,621	£ 530,908,709	£ 536,210,344
Raw materials and articles mainly un-manufactured	351,739,719	334,678,022	339,628,227
Articles wholly or mainly manufactured	322,412,540	317,816,055	334,382,078
Animals, not for food	2,653,196	3,069,025	3,545,842
Parcel post, non-dutiable articles	3,009,074	9,126,602	7,824,571
Total	£1,218,341,150	£1,195,598,413	£1,221,591,062

(b) Exports of Produce and Manufactures of the United Kingdom, Value f.o.b.

	1927	1928	1929
Food, drink and tobacco	£ 52,278,502	£ 54,257,545	£ 55,657,220
Raw materials and articles mainly un-manufactured	76,352,169	70,146,008	70,071,189
Articles wholly or mainly manufactured	563,913,782	578,869,321	573,833,362
Animals, not for food	1,898,016	1,999,433	2,025,342
Parcel post	14,638,794	18,306,782	18,967,854
Total	£ 709,081,263	£ 723,579,089	£ 729,554,967

(c) Exports of Foreign and Colonial Merchandise, Value f.o.b.

	1927	1928	1929
Food, drink and tobacco	£ 26,513,813	£ 27,539,789	£ 26,026,720
Raw materials and articles mainly un-manufactured	71,232,989	66,443,701	54,314,385
Articles wholly or mainly manufactured	25,046,387	26,019,220	28,901,500
Animals, not for food	159,650	280,534	499,154
Total	£ 122,952,839	£ 120,283,244	£ 109,741,759

Upon examining the above, the disquieting feature emerges that of the increase of nearly £26,000,000 in imports, no less than £16,500,000 represent wholly manufactured goods of various kinds. The cause for apprehension is increased when it is realized that exports of manufactured goods produced in the United Kingdom decreased by approximately £5,000,000. It is true that the decrease is mainly attributable to a fall of nearly £10,000,000 in cottons and of £4,000,000 in woollens. The results, however, give definite proof that the year provided no recovery from the plight into which cottons and woollens have fallen in recent years. Inactivity in the textile industry is also reflected in the reduced importations of raw cotton in the "Raw Materials" category.

The slight advance in exports of iron and steel and manufactures is partly due to the higher Continental prices. Another outstanding feature is that the

growth of practically £6,000,000 in the aggregate value of export trade in United Kingdom products is more than represented by the revival in the export coal trade, which led to an increase of no less than £9,500,000 in the year's returns.

The most noticeable feature of the year's trade, however, was the comparatively heavy fall in the entrepôt trade of the country, aggregating £10,500,000, or a reduction of about 10 per cent. This position results mainly from a contraction of no less than £7,250,000 in the value of the rubber which is distributed abroad through the United Kingdom. If this development, as seems possible, represents the permanent exclusion of United Kingdom merchants from the rubber distributing trade in consequence of direct transactions between producing and consuming countries, the circumstances are distinctly disquieting from a United Kingdom point of view.

Another matter which is creating anxiety is that the unsatisfactory conditions alluded to have become increasingly evident as the year progressed. The result is that the outlook at the end of December was much less promising than the situation existing when 1929 opened.

Imports from Canada

The December returns include the customary statistics of imports of the principal articles of food and of important raw materials for the calendar year 1929. The figures are practically final, and also include the principal countries of supply in each case.

Following the usual procedure, tables have been specially prepared reproducing the figures in the case of the principal items of which Canada is a shipper to this country.

FOOD PRODUCTS

The 1929 returns are, almost without exception, disappointing from a Canadian point of view, because they show a considerable, and in some cases progressive, reduction in the quantities of practically every food product which Canada supplies to the United Kingdom. This unsatisfactory position has already been the subject of widespread discussion and comment in Canada. All the same some suggestions, based upon observation and information derived from various sources in this country, may not be without interest.

A prime factor in the aggregate reduction is obviously the heavy falling off in shipments of wheat and other grain, which altogether accounts for no less than \$43,500,000. The circumstances are already so fully known in Canada that no further comment is required here.

A more disquieting feature is the extension of a corresponding decline to practically all the other leading food products which have been forming Canada's staple exports to Great Britain, although in most cases total imports show an increase. An examination of the table at the end of the report gives full details of these reductions. It therefore suffices to call attention to the shrinkage in several of the most important lines, such as:—

	Decrease Cwts.	Percentage
Flour	1,155,572	23.7
Bacon	107,329	35.0
Hams	17,185	14.9
Cheese	196,717	21.3
Canned salmon	9,431	9.3

It will also be noticed that the export trade in live cattle, of which so much was expected a few years ago, completely disappeared in 1929, when not a single animal was shipped to this country.

The butter trade has been a vanishing one for some years past, the reason being that higher prices are obtainable in Canada and elsewhere for what Canada produces, and moreover that milk generally can be more advantageously utilized for a variety of local purposes. As matters stand, Canadian exports of butter to the United Kingdom sank to 8 cwts. out of 6,406,623 cwts.

Some attempt to ascertain the causes of these declines seems to be called for. It would appear that a chief reason for the unsatisfactory position, and more especially as it affects the year 1929, has been the simultaneous fall in the European values of the food commodities which Canada mainly exports. This has rendered prices realizable in the United Kingdom unattractive in such commodities and it is claimed also unprofitable to Canadian producers and exporters. As a result Canadian shippers have been diverting their shipments to the United States and other countries which offer more profitable returns. Whether the fall in prices in European countries is temporary or to some extent permanent it is difficult to surmise.

It should, however, be realized that many of the Empire and foreign countries which compete with Canada for Britain's import trade have since the war overhauled their methods. The adoption of new and improved organization in connection with production, standardization, and distribution has resulted in most cases in a reduction of costs which enables such countries to market their products with results satisfactory to themselves at a scale of prices which would have been formerly unprofitable to them. As a result, Canadian producers of agricultural and allied commodities have to face competition which grows constantly keener.

In Canada expansion during the past decade or so has been notoriously much greater in industry than in agriculture. Indeed, taking into account the growing requirements of the home market and the increasing outlets for many products offered by the neighbouring United States, it may be said that agricultural production in several directions has failed to keep up with the volume necessary to enable the Dominion to compete profitably in United Kingdom markets against countries like Australia, New Zealand, Denmark, and Argentina.

These latter have not only vastly improved their organization—in which result co-operation plays a considerable part—but to a large degree have concentrated their export trade, either almost entirely or to a marked extent, on the United Kingdom.

Upon the other hand, it is common knowledge that the trade in particular Canadian products for which Britain has long provided a satisfactory and permanent market has been interrupted and future prospects seriously jeopardized owing to Canadian shippers being either unable or unwilling to keep up the regular supplies called for. The main reason is undoubtedly that present production is insufficient to meet the demand of both the United Kingdom and the United States.

It is obviously common sense to turn to the market which provides the best results. Britain, however, if a difficult and competitive market, and also frequently less convenient and profitable than the United States, offers permanently a large and regular outlet in an Empire country for Canada's staple agricultural products without the risk of those sudden and unexpected tariff changes or the introduction of minatory restrictions which have so often caused drastic and heavy pecuniary loss to Canada's attempts to develop her export trade to the United States.

CO-OPERATIVE MARKETING BY COMPETING COUNTRIES

Reference has previously been made to the increased co-operation which has been effected in many of the countries which are prominent suppliers of food to Great Britain.

Although the respective Governments of Australia, New Zealand, and Denmark render valuable support by adopting and enforcing enabling legislation and regulations, export trade is organized and carried on chiefly by boards appointed and maintained by the producers and shippers themselves, who also provide the bulk of the money expended. It should be noted in connection with the publicity and display work which several of the Dominions have been conducting in the United Kingdom for years past, and for which Canada has recently established a new organization, that these same boards (fruit, meat, etc.) provide a very large proportion of the funds supplied for this propaganda work. While the different Governments contribute money to some extent, the appropriations are usually on a fifty-fifty basis, and in one notable case amount to practically only 10 per cent of the total outlay.

In most cases co-operative activity in the country of production is supplemented by supervision of importation and marketing in the United Kingdom itself. Possibly the highest level of efficiency in this direction is that attained in the Danish bacon trade. Those interested can be recommended to refer to the description given in the recently issued report on *Pigs and Pig Products* prepared by the Imperial Economic Committee.

RAW MATERIALS AND MANUFACTURES

In raw materials and fully manufactured goods the situation is largely similar. The disappearance of war conditions has practically swept away the temporarily profitable opening which developed in Great Britain for a number of Canadian goods. The constant closing up of former export outlets through the adoption of higher tariff walls or the establishment of home industries left Britain's tax-free market almost the only available dumping ground for the surplus output of the world's markets. Consequently, a considerable part of the imports consist of dumped goods which are sold at prices which are unprofitable save for the purpose of reducing the manufacturers' overhead expenses. In this connection, and in the case of certain other manufactures which Canada might otherwise be able to supply, competition in Britain comes from the United States and other countries working upon mass production lines which are at present carried on in Canada only to a limited extent. Profitable openings are therefore mainly confined to goods for the production of which Canada possesses natural advantages.

An increasingly apparent fact, however, which must affect export trade under all categories is that the successful and permanent sale of all products and of manufactured goods in particular can only be achieved by the maintenance of special organization in Canada, supplemented by a comprehensive selling and marketing organization in the United Kingdom itself.

POSITION OF THE MIDDLEMAN

The reason is that whereas the middleman remains a strong force in the United Kingdom, more direct methods of buying are gradually coming into force even in this conservative market. Merchants, including large retailers, who formerly bought through a series of resident middlemen, are now increasingly purchasing direct from the first importer, and in some few cases even from the manufacturer or producer abroad. The plan of entrusting this work to a manufacturers' agent or broker working on a modest commission basis is becoming increasingly out of date and ineffective.

The elimination of the series of superfluous intermediaries who in many cases intervene at present must also tend to reduce the immense spread between the producer and consumer which so unnecessarily increases the cost of living of the population of Great Britain, and so frequently renders business difficult and unprofitable to Canadian and other overseas shippers.

This particular feature is receiving more than usual attention at the moment, and the British Government is being urged to add to the effectiveness of the committee for the purpose of reviewing prices by giving them authority to take legal action when necessary. Lord Bledisloe, a former Minister of Agriculture, and now Governor General designate of New Zealand, who has been a life-long supporter of the interests of United Kingdom farmers, referring to the subject of profiteering at a farewell banquet, stressed the vital necessity of cutting out superfluous middlemen who at present deprive farmers of a substantial portion of what should be their profits. In illustration, Lord Bledisloe stated that the organized marketing of agricultural produce in New Zealand has reached such a high standard of excellence that 75 per cent of the price paid by the consumer reaches the producer in New Zealand in comparison with only 35 to 40 per cent in Great Britain. It is certain that the control exercised by the United Kingdom officials of the New Zealand Meat and Fruit Boards contributes materially to this more favourable result.

LACK OF CONTINUITY OF SUPPLIES

It seems opportune to point out that the sale of Canadian goods in this market is also greatly handicapped by the failure of many of our exporters to maintain in the leading centres of the country regular and representative stocks of the articles which they wish to sell. The disadvantage applies particularly to goods a demand for which has been created as a result of the propaganda and display work carried on by the new Canadian Government organization appointed in this country for that purpose. Complaints are constantly being received at our offices not only from consumers, but from the trade, that their desire to buy a particular product is frustrated because there are no supplies available over here.

It must obviously be left to the judgment of individual Canadian exporters to develop those markets which they consider most advantageous to them, and certain firms, more particularly in provision and associated lines, already have adequate arrangements in force. It is, however, stated that Canadian producers generally are desirous of substantially increasing their export trade to the United Kingdom. It therefore seems a pity, at a time when an increasing proportion of the inhabitants of the United Kingdom are calling for Empire goods, that importers and distributors of Canadian bacon, for example, have to inform inquirers that there are no stocks in this country. Similarly, many consumers who wish to purchase Canadian canned fruits, vegetables, and meats are told by retailers that they do not stock them because they cannot rely upon securing regular supplies.

Imports of Certain Agricultural Products, etc., into the United Kingdom during the Calendar Years 1928 and 1929

	1928		1929	
	Quantity Cwts.	Value £	Quantity Cwts.	Value £
Wheat—				
Total imports	103,577,471	57,633,019	111,769,398	57,784,498
Canada	41,005,492	22,083,030	27,192,852	14,162,371
Argentina	24,399,294	13,838,330	45,378,474	22,906,500
United States	23,662,487	13,186,725	22,265,950	11,742,051
Australia	10,233,345	6,151,952	12,797,402	6,840,517
Wheat Meal and Flour—				
Total imports	8,926,841	6,265,930	9,703,446	6,333,433
Canada	4,879,538	3,549,075	3,723,966	2,563,214
United States	1,913,686	1,419,113	2,536,495	1,850,850
Australia	980,568	696,962	1,332,439	878,280
Argentina	820,716	407,700	758,779	330,846

Imports of Certain Agricultural Products, etc., into the United Kingdom during the Calendar Years 1928 and 1929—Continued

	1928		1929	
	Quantity Cwts.	Value £	Quantity Cwts.	Value £
Barley—				
Total imports	12,975,345	6,685,233	11,978,171	5,517,689
Canada	2,056,446	887,511	1,378,263	598,749
United States	4,792,779	2,599,617	4,351,892	2,163,983
Roumania	740,334	383,088	1,480,415	634,630
Chile	627,313	380,176	465,269	249,211
Oats—				
Total imports	7,447,051	3,737,107	7,063,944	2,800,161
Canada	1,679,000	847,903	939,706	345,839
Argentina	1,632,707	824,457	1,875,462	756,473
Irish Free State	1,042,487	478,775	651,237	244,893
United States	877,746	391,786	296,942	113,829
Peas, not fresh—				
Total imports	1,702,460	1,907,740	1,681,013	1,627,232
Canada	11,795	20,482	4,525	7,935
Japan	625,789	754,947	548,288	523,258
Netherlands	323,943	450,550	495,774	523,979
New Zealand	149,654	153,279	109,056	106,032
Bacon—				
Total imports	8,852,878	40,348,408	8,281,415	43,760,297
Canada	306,795	1,370,533	199,466	1,036,240
Denmark	5,375,793	25,282,888	4,977,026	27,229,516
Netherlands	1,061,356	4,636,793	901,298	4,630,191
United States	537,859	2,171,557	634,594	2,879,414
Irish Free State	555,097	2,758,386	497,139	2,788,764
Hams—				
Total imports	942,031	4,608,995	1,028,827	5,473,273
Canada	115,276	574,982	98,091	538,711
United States	759,831	3,703,155	841,602	4,484,369
Cattle, Live—	Number		Number	
Total imports	724,917	12,707,613	750,262	13,014,625
Canada	405	13,263	.....	.....
Irish Free State	724,372	12,691,550	749,570	12,997,783
Butter—	Cwts.		Cwts.	
Total imports	6,112,972	52,044,506	6,406,623	54,784,813
Canada	1,646	13,805	8	68
Denmark	2,016,045	18,613,677	2,204,027	19,736,873
New Zealand	1,222,277	10,228,352	1,313,139	11,355,362
Australia	872,885	6,861,515	768,173	6,342,454
Irish Free State	559,167	4,529,496	566,177	4,579,937
Argentina	366,015	2,894,473	302,882	2,537,187
Cheese—				
Total imports	3,005,237	14,997,173	2,994,524	13,914,639
Canada	920,060	4,904,705	723,343	3,412,699
New Zealand	1,554,364	7,586,336	1,801,699	8,302,042
Netherlands	228,507	961,701	195,766	777,549
Italy	141,558	658,806	132,021	646,082
Eggs in Shell—	Gt. Hunds.		Gt. Hunds.	
Total imports	26,466,490	17,766,214	24,961,808	17,855,625
Canada	83,323	64,841	79,157	66,541
Denmark	5,329,669	4,387,146	5,573,841	4,699,144
Irish Free State	5,177,302	3,247,078	5,015,072	3,325,881
Netherlands	2,725,247	2,103,988	3,162,487	2,511,576
Belgium	2,907,901	2,131,995	2,961,644	2,241,397
Canned Salmon—	Cwts.		Cwts.	
Total imports	839,321	4,565,265	870,305	4,469,947
Canada	100,096	478,759	90,665	414,508
United States	232,347	1,134,834	272,182	1,284,984
Canned Lobsters—				
Total imports	23,089	353,114	26,799	386,622
Canada	21,106	326,223	22,583	328,162
Newfoundland and Coast of Labrador	1,615	21,935	1,440	20,035
Sugar, Refined and Sugar Candy—				
Total imports	4,427,899	3,634,171	1,119,862	744,251
Canada	123,381	113,605	204	1,049
Czechoslovakia	2,007,327	1,653,795	582,774	383,619
Netherlands	1,757,316	1,440,307	277,139	186,701
Asbestos, Raw—				
Total imports	32,032	946,985	31,427	992,601
Canada	7,700	136,619	5,488	105,995
Rhodesia	13,290	493,167	11,585	474,425

Imports of Certain Agricultural Products, etc., into the United Kingdom during the Calendar Years 1928 and 1929—Concluded

	1928		1929	
	Quantity Tons	Value £	Quantity Tons	Value £
<i>Copper Ore—</i>				
Total imports	46,313	1,992,896	38,527	1,592,278
Canada	25,413	1,271,826	13,910	652,597
Spain	11,104	616,882	12,042	795,689
<i>Leather, Undressed, Hides—</i>	Cwts.		Cwts.	
Total imports	678,760	6,561,215	473,892	3,853,164
Canada	16,128	163,086	3,383	32,061
British India	332,725	3,844,567	250,208	2,342,628
Germany	85,037	643,481	75,617	493,595
United States	68,880	423,675	59,827	316,354
France	57,160	606,473	22,849	245,852
<i>Leather, Dressed, Patent, Varnished, Japanned and Enamelled—</i>				
Total imports	25,079	1,446,026	19,116	985,449
Canada	5,016	287,142	3,423	166,381
United States	14,490	818,338	9,939	539,500
Netherlands	1,112	72,633	3,546	178,174
<i>Paper, Printing, not Coated, and Writing Paper in Large Sheets—</i>				
Total imports	7,275,887	5,751,867	7,727,887	5,778,356
Canada	2,351,367	1,744,169	3,121,055	2,098,946
Newfoundland and Coast of Labrador	1,709,260	1,288,298	1,776,218	1,284,751
Finland	1,089,879	839,938	1,022,163	759,714
Norway	1,070,412	851,704	931,355	736,552
Germany	273,447	322,340	257,240	316,432
<i>Paper, Packing and Wrapping, including Tissue Paper—</i>				
Total imports	3,750,331	3,973,789	3,781,654	4,065,832
Canada	63,032	70,306	41,741	45,733
Sweden	1,630,760	1,675,238	1,790,659	1,858,173
Norway	690,121	763,392	720,790	797,668
Germany	594,199	636,515	497,305	554,891
<i>Photographic Appliances—</i>				
Total imports . . . . .	.....	1,460,113	.....	1,505,131
Canada . . . . .	.....	387,567	.....	339,693
United States . . . . .	.....	649,513	.....	655,768
Germany . . . . .	.....	178,313	.....	228,439
France . . . . .	.....	137,103	.....	188,401
<i>Wood and Timber, Hewn, Hard, Other than Mahogany—</i>	Cub. Ft.		Cub. Ft.	
Total imports	4,961,987	902,554	4,741,083	942,949
Canada	478,992	111,551	373,197	85,985
United States	670,829	132,490	499,340	108,403
British India	135,144	70,842	186,783	78,687
<i>Wood and Timber, Hewn, Soft—</i>	Loads		Loads	
Total imports	386,439	1,379,429	427,122	1,221,075
Canada	7,743	52,066	9,619	62,151
United States	65,143	486,985	32,766	237,939
Russia	111,932	260,936	153,325	287,824
Sweden	51,542	136,421	92,067	204,583
Norway	41,239	169,969	42,402	172,186
<i>Wood and Timber, Sawn, Hard, Other than Mahogany—</i>	Cub. Ft.		Cub. Ft.	
Total imports	30,087,245	7,382,456	30,336,304	7,546,984
Canada	4,686,706	728,961	4,444,179	716,401
United States	17,082,791	4,015,319	17,706,941	4,225,092
British India	1,855,802	995,597	1,773,233	958,323
<i>Wood and Timber, Sawn, Soft—</i>	Loads		Loads	
Total imports	4,605,073	21,435,525	5,221,472	23,765,195
Canada	244,743	1,403,346	222,713	1,230,447
Russia	1,224,592	5,763,992	1,669,174	7,699,955
Finland	1,198,873	5,142,183	1,403,642	5,942,338
Sweden	655,557	2,880,059	862,524	3,534,421
<i>Wood Pulp, Mechanical, Wet—</i>	Tons		Tons	
Total imports	801,194	2,681,256	958,978	3,066,732
Canada	70,148	266,649	42,819	146,008
Norway	397,694	1,303,743	483,713	1,491,834
Sweden	256,784	872,762	276,156	936,237

PROVISION TRADE OF NORTH OF ENGLAND DURING 1929

HARRY A. SCOTT, CANADIAN TRADE COMMISSIONER

Liverpool, January 22, 1930.—In common with other distributive trades, that in provisions throughout the North of England suffered from the industrial depression and consequent lack of spending power during 1929. It is a matter of regret that Canadian exports of butter to this district were again absent, and that imports of cheese and bacon from the Dominion were on an even more restricted basis than in 1928, which in itself was a year of comparatively limited shipments

Bacon

Keen competition from Denmark and other Continental countries rendered the North of England a difficult market for Canadian bacon during the past year, as the prices obtainable, in comparison with the cost of hogs in Canada, did not encourage packers to ship. Imports of Canadian bacon and other cured meats to Liverpool by regular liners during 1929 are estimated at 16,697 boxes and 9,302 bales, as compared with 16,098 boxes and 15,796 bales in 1928 and 26,258 boxes and 34,047 bales during 1927. The severe frost early in the year created a shortage of supplies from the Continent to such an extent that prices at Liverpool showed a rise of from 40s. (\$9.73) to 50s. (\$12.16) per cwt. between the beginning of the year and the middle of April. Canadian hams had a relatively good year, and fair prices were secured in comparison with American for the limited importations. Canadian hams are well liked and find a favourable outlet among English boilers. The demand for certain cuts of American bacon, such as clear backs and short-ribbed and long clear middles, packed in salt for the Irish trade, was good among Liverpool importers.

Canadian bacon is particularly well liked in the North of England on account of its leanness; the main obstacles to increased trade are lack of continuity of supply and the low prices quoted by Continental competitors whose production of mild-cured bacon has developed so rapidly in recent years. The outlook for Canadian exports, however, is believed to be decidedly encouraging. It is anticipated that approximately normal supplies can be counted on from Denmark for the near future, but Holland, Sweden, and Poland are understood to be comparatively short of hogs, and English and Irish producers are in the same position.

Cheese

Imports of Canadian cheese into Liverpool in 1926, 1927, 1928, and 1929 via regular liners were estimated as follows:—

	1929	1928	1927	1926
Boxes	119,104	173,339	164,321	222,765
Bundles	17,733	33,546	41,417	70,954
Cases and cartons	7,890	10,380	11,135	....

According to statistics prepared by a Liverpool authority, shipments from Montreal to the United Kingdom and the Continent were 19 per cent less than in 1928. Liverpool imported 12 per cent of the total as compared with 13 per cent in 1928 and 14 per cent in 1927.

Canada and New Zealand are the two main sources of supply of imported cheddar to this market. Imports from Canada have fallen off seriously during the past four years, whereas trade in the New Zealand product has been expanding. Presumably domestic demand in Canada, plus a large outlet for fresh milk and cream, rendered business to the United Kingdom unprofitable during the past year. It is to be hoped that every effort will be made to increase shipments to this market, where Canadian cheese is distinctly favoured over the New Zealand product: the North of England, generally speaking, favours the more mature cheese obtainable from the Dominion.

Cheese imports from all sources to the United Kingdom were slightly lower in 1929 than in the previous year. Stocks of Canadian cheese at Liverpool on January 1, 1930, were less than on the corresponding date of 1929, but the total United Kingdom stocks from Canada were estimated to be substantially higher, and the lower stocks in Liverpool were offset by heavy holdings in London.

The following estimates show the stocks of Canadian and New Zealand cheese in Liverpool on January 1, 1930, and the same date for the past four years, as compared with the total stocks in the United Kingdom:—

<i>Canadian</i>					
Boxes	1930	1929	1928	1927	1926
Liverpool	20,000	29,500	28,800	25,300	28,200
United Kingdom.	213,500	150,600	111,500	133,600	139,400

<i>New Zealand and Australian Cheese</i>					
Crates	1930	1929	1928	1927	1926
Liverpool	506	200	300	1,650	150
United Kingdom.	36,200	29,200	54,300	38,350	30,400

PRICES OF CANADIAN CHEDDAR CHEESE DURING 1929

Prices for Canadian cheese in general were about 10 per cent lower than the values realized in 1928. In each year the prices are influenced to a slight extent by the month in which the cheese is made. Thus late winter or fodder cheese are usually of poorer quality than spring cheese, and consequently sold at a lower price. Cheeses made during the hot summer months—June and July—are very popular if well kept and matured, but are not regarded as so suitable for keeping as those produced in August and September. Matured cheeses that are carried over the winter period are sold at a higher price than the new cheeses arriving at the opening of navigation. New Zealand, on the other hand, having more moderate climatic conditions, does not feel this varying influence on prices to such an extent as Canada. In the following list of approximate on spot prices received for Canadian and New Zealand cheese during 1929 at Liverpool there is to be found some evidence of this condition, though, of course, it must not be taken as the sole influence on price changes:—

	Canadian Cheese Prices		New Zealand Prices	
	Old Cheese Per Cwt.	Per Cwt.	Per Cwt.	
January	106s.—112s. (\$25.79—\$27.25)	.....	99s.—92s. (\$24.08—\$22.38)	
February	106s.—112s. (\$25.79—\$27.25)	.....	92s.—84s. (\$22.38—\$20.43)	
March	106s.—112s. (\$25.79—\$27.25)	.....	89s.—90s. (\$21.65—\$21.89)	
April	106s.—112s. (\$25.79—\$27.25)	.....	86s.—90s. (\$20.92—\$21.89)	
May	104s.—110s. (\$25.30—\$26.76)	.....	85s.—92s. (\$20.67—\$22.38)	
June	104s.—110s. (\$25.30—\$26.76)	.....	92s.—95s. (\$22.38—\$25.11)	
July	102s.—108s. (\$24.81—\$26.27)	89s.—92s. (\$21.65—\$22.38)	88s.—94s. (\$21.40—\$22.86)	
August	100s.—102s. (\$24.33—\$24.81)	86s.—94s. (\$20.92—\$22.86)	86s.—94s. (\$20.92—\$22.86)	
September . . . . .	.....	92s.—97s. (\$22.38—\$23.59)	92s.—94s. (\$22.38—\$22.86)	
October . . . . .	.....	94s.—97s. (\$22.86—\$23.59)	92s.—96s. (\$22.38—\$23.35)	
November . . . . .	.....	95s.—98s. (\$23.11—\$23.84)	82s.—95s. (\$19.94—\$23.11)	
December . . . . .	.....	96s.—106s. (\$23.35—\$25.79)	87s.—92s. (\$21.16—\$22.38)	

Apart from the competition offered by New Zealand cheese, there were plentiful supplies during the summer months of 1929 of domestic Cheshire, which

were available at retail prices that compared favourably with Canadian offerings. Another factor that has to be borne in mind is the substantial demand that has developed during the past few years for a more expensive cheese of the specialty type, and particularly for what are generally described as processed cheeses put up in convenient packages: these are highly advertised. As stated in previous reports, although the consumption of cheddars which retail at an average of about 1s. (24 cents) per pound, with occasional fluctuations, is much wider than many other varieties, advertising and general propaganda work by distributors, and the fact that large stocks do not have to be carried, have all contributed toward winning over many retailers to processed cheese.

Eggs

The egg trade of this part of England had a difficult time during the past year owing to the extremely cold weather experienced in February. This cold spell came at a relatively late period of the winter season, when the trade were holding very limited supplies of cold-stored eggs either of Irish or other imported varieties, and as the same severe weather conditions applied to Continental sources of supply, there was a temporary but acute shortage in this market. This intense spell of cold weather retarded production from three to four weeks, and interfered to some extent with the usual cold storage operations in the spring, inasmuch as the period for obtaining eggs at their finest quality was restricted, and the quantities put away were accordingly less than in previous years. Eggs from Poland and Russia, on account of being dearer than previously, were not a very satisfactory trade to importers, and the turnover was lower than usual. Russia was short of eggs in the spring for shipment to the English market. Towards the summer months supplies unsuitable for storage were heavier than usual and a weak market set in during August and September.

In addition to the problems created by the cold spell, the stamping regulations, which went into operation last April, created certain difficulties at the outset. Toward the beginning of October, English eggs became much scarcer, and it was then noticed that the law requiring all imported eggs to be stamped affected the value of unstamped new laid as compared with stamped imported. A good premium was paid for English and North of England eggs, and there was soon a difference of 2s. to 3s. (73 cents) between the prices realized by North of Ireland and Irish Free State suppliers. This margin continued to grow until it became 4s. (97 cents) per 120, although both varieties were similar in quality and selected.

The fall egg trade on the whole was satisfactory, and imported eggs from the majority of sources other than Australia brought the prices expected. After the Australian eggs were reduced in price from the original quotations they sold well and the quality was quite satisfactory. There was a moderate revival of interest in Canadian cold-stored eggs at Liverpool during the past season resulting from sales made to this port from Western Canada. While the business transacted was on a restricted scale, the eggs arrived in good condition and gave satisfaction. They were shipped as storage firsts, but were graded nearly to extras, and were sold at quite reasonable prices, around 15s. 6d. (\$3.65) per 120 to importers here. It is accordingly hoped that this export trade from Western Canada will develop substantially this year. A few Ontario eggs also arrived at Liverpool during the season, but no volume of business was possible owing to price, which ranged from 17s. (\$4.13) to 17s. 6d. (\$4.25) per 120 c.i.f. Liverpool. At the period when these Eastern Canadian eggs arrived, Irish cold-stored varieties were being sold ex stores Liverpool at 15s. 9d. (\$3.83) to 16s. 6d. (\$4.01), candled and repacked.

Considerable quantities of South African eggs were imported in 1929, but they are mainly disposed of in the South of England.

There was a good trade in duck eggs during the past year in this district. Imported varieties from Holland sold well, and there was an exceptionally good demand for Chinese duck eggs, which have been moving steadily since October with little price variation. These are of particularly good quality.

NORTH OF ENGLAND TIMBER TRADE

HARRY A. SCOTT, CANADIAN TRADE COMMISSIONER

Liverpool, January 31, 1930.—On the whole, the consumption of most woods in Northern England during 1929 seems to have compared favourably with the previous year. House building—which has been one of the mainstays of the trade for several years past when other industries were seriously depressed—has again been active, although municipal enterprise has been somewhat restricted. Several municipalities are now embarking on schemes which involve the construction of several thousand houses. The building industry is one of the more important outlets for Eastern Canadian spruce. Improved conditions in the shipyards and in certain branches of the engineering trades have helped to swell industrial consumption.

RUSSIAN SUPPLIES

One of the features of the timber market in Northern England during 1929 has been the marketing of Russian supplies. At the beginning of the year practically all the wood available from Russia for this country was taken over by a syndicate of sixteen importers, of whom three were Liverpool firms. The contract was estimated at 500,000 to 550,000 standards—a substantial increase over the supplies from Russia in 1928. In order to meet the position of importers outside the scheme, minimum reselling prices were established to stabilize values, and it is understood that the syndicate agreed to absorb into their own stocks any unsold balances at the end of the season. Russia succeeded in shipping practically all that was contracted for, and the stocks that would have to be carried over by importers into 1930 were believed to be comparatively small. It was accordingly anticipated that the 1930 output would be dealt with along similar lines. When negotiations began toward the latter part of 1929, however, it was found that Russia was determined to increase shipments to the United Kingdom market up to 750,000 standards, but the syndicate referred to could not see how such a heavy increase could be absorbed. Negotiations were suspended for the time being, and it was later announced that the Russian exporters had approached some thirty-five other importers with a view to arranging a contract with them. No definite agreement has so far been come to, and business is being transacted with individual firms for large or small quantities throughout the year.

The uncertain position thus created has made it difficult for United Kingdom buyers to gauge requirements for 1930. During the past year the demand for Finnish and Swedish woods has been affected by the larger imports from Russia. If there is a further increase in Russian production for the British market, it looks at present as though either prices will be unduly low and good Russian joinery wood used where inferior wood is ordinarily employed, or the import of Finnish and Swedish supplies will be reduced.

While the bulk of the Russian production for the United Kingdom market is redwood, the 1929 contracts were understood to call for about 25 per cent of sawn whitewood. It is anticipated that the quantity of whitewood in Russian stocks will be much heavier this year, particularly in fourth quality, and as

several of the larger importers in this district must necessarily take an interest in Russian production, the opinion is that the purchasing power available for Nova Scotia spruce will be reduced.

EASTERN CANADA SPRUCE

During the first part of 1929 Nova Scotia spruce on the whole fared better in North of England markets than in the first six months of the previous year with values of cargo lots reasonably steady. North European shipping ports were icebound much longer than usual, and with imported stocks becoming steadily lower early Halifax spruce shipments were in good demand. The heavy arrival of whitewood from Russia later in the season restricted business. The arrivals of timber from Russia were compressed into the months from August to November, and owing to the difficulty of getting cargo space for later shipments freight rates were considerably higher than usual. The satisfactory lengths and lower prices of Russian whitewood in 1929 created serious competition for Eastern Canadian spruce during the latter months of the year. Russian shipments are, however, still heavy in sizes 3 inches by 9 inches and up. Nova Scotia spruce, on the other hand, runs to narrower widths, and for this reason is often in a better position to command business for certain requirements.

As was generally anticipated, New Brunswick spruce had a poor year on the Liverpool market. Although two or three cargoes were arranged, the total business was restricted owing to price competition from Northern Europe.

The arrivals of whitewood from Poland diminished considerably during 1929, but it is stated that there is a possibility of an increase of shipments from that source during 1930, owing to a weaker demand from certain Continental outlets.

CONTINENTAL VALUES

The imports of Norwegian sawn whitewood have remained steady, but on account of the unsatisfactory prices of planed goods there has lately been more pressure to sell from that source: good quality 3 inches by 7 inches unsorted Norwegian whitewood, averaging 14 to 15 feet, could be bought at around £14 5s. (\$69.34) per standard c.i.f. Liverpool. Recent prices of Russian 3 inches by 7 inches unsorted whitewood were reported at around £14 3s. 9d. (\$69) per standard c.i.f. Liverpool, with 3 inches by 9 inches at £1 more (\$73.86), average lengths 16 by 17 feet. These prices refer to cargoes of 900 standards and upwards. This year's values of most Russian whitewood grades appear to be level with last year. Prices of fifth quality Russian redwood, however, are less: quotations for this variety, in mixed specifications, being reported at around £12 5s. (\$59.60) to £12 15s. (\$62). This latter grade is used for cheap constructional work. It is reported that the response so far to the issue of the Russian stock lists has been disappointing, as buyers are still waiting further development with regard to the method of marketing this wood in Great Britain.

Current stocks of spruce scantlings are reported heavier than this time last year, and the shorter lengths render them difficult to sell. There has also been competition from Douglas fir, in sizes 2 inches by 3 inches and 2 inches by 4 inches. On the whole, the outlook for Nova Scotia spruce during the next few months does not look too hopeful, owing to the Russian situation, although the narrower widths of Canadian spruce help it to compete for certain uses. While it is anticipated that a few cargoes of superior-quality deals from New Brunswick will be required for special purposes during the year, it is considered likely that there will be only a limited outlet for this variety in the North of England on account of price.

BIRCH PLANKS

The feature of the birch plank market in this district during 1929 has again been a steadiness in price during the first eight months, with a weakening tendency toward the close of the year. Nova Scotia birch was in relatively good demand most of the season, particularly in boards of $1\frac{1}{4}$ and $1\frac{1}{2}$ inches. Graded Nova Scotia and New Brunswick birch lumber made further progress during the year; the graded offerings from these sources have tended to affect the market for Quebec qualities more than ordinary Nova Scotia and New Brunswick hardwood lumber. In the opinion of one brokerage house dealing extensively in Eastern Canadian woods, an important aspect of the hardwood trade that must not be overlooked in 1930 is that if less Nova Scotia spruce is shipped to this market, owing to competition from European whitewood, the opportunities of shipping hardwood in cargo lots will be more limited, which might result in increased offerings to liner markets. During 1929 quite a substantial volume of Eastern Canadian hardwood was shipped by tramp steamers away from liner markets, thus enabling brokers to keep the latter outlets on a reasonably steady basis of values.

QUEBEC BIRCH

The market for Quebec birch was again disappointing on account of prices obtainable being unattractive to exporters, and shippers' agents report that in spite of a substantial reduction in prices it has been difficult to sell this wood. There was also less business reported in hewn birch logs from Quebec in 1929 than in the previous year. The demand for this description is definitely limited.

DOUGLAS FIR

Imports of Douglas fir to the North of England were again heavy during 1929 and consumption increased with its growing popularity. In the later months of the year, however, the prices of merchantable and common grades went much lower. The cause of this decline seemed to have been mainly due to depressed freights. During most of the season common grade values were in the neighbourhood of £11 (\$53.50) per standard c.i.f. Liverpool. Toward the close of the year, however, offerings were reported at as low as £10 (\$48.60). Merchantable grades during most of last year averaged from £13 12s. 6d. (\$63.30) to around £14 (\$68.10). In No. 2 clear grades, Douglas fir was valued during 1929, in squares 6 by 6, 5 by 5, and 4 by 4 inches, at from £22 10s. (\$109.50) to £23 (\$112). Deals averaged around £22 17s. 6d. (\$111.30) and fitches, or 6 inches by 12 inches, were anywhere from £21 10s. (\$104.60) to £22 5s. (\$108.25). Unfortunately, Canadian offerings on the average for most grades of Douglas fir ruled higher than quotations from United States shippers, which made it again difficult for the British Columbia wood to compete in this market. With the growing tendency on the part of British Government departments, as well as the railways and other public service organizations in this country to favour Empire sources of supply in their specifications, it is to be hoped that Canadian exporters will spare no effort to take advantage of the opportunities afforded to push their goods whenever it is at all possible to compete in price with other sources of supply.

SITKA SPRUCE

There was a comparatively steady if limited market for Sitka spruce during the past year for use in high-class joinery work and shipbuilding. This wood is favoured for interior work where extra-good quality is required. The main difficulty with Sitka spruce seems to be the risk of discolouration, and this factor, to some extent seems to affect the outlet. The chief demand is for clear grades which averaged from £28 (\$136.25) to £32 (\$155.75) per standard c.i.f. United Kingdom port during the past year.

WESTERN HEMLOCK

Imports of Western hemlock to this area from British Columbia and the United States Pacific coast have been growing with the increasing recognition of the value of this wood for building purposes. It competes with central European woods and has the advantage of long lengths. Prices for common grades have lately been ranging around £13 10s. (\$65.70) per standard c.i.f. Log-run quality, which is not as heavily sold as common grade, has been valued at about £14 10s. (\$70.50). Clear-grade hemlock is also in demand for use in place of Douglas fir, and to some extent Sitka spruce, when the latter is considered too expensive.

PINE

The importation of two or three fairly large cargoes of very well graded Siberian lumber into this area during the past season curtailed the demand for Western white pine from British Columbia, and has been a serious factor in the situation. However, in the opinion of the most important firms engaged in the Eastern Canadian pine trade, in spite of the quality of the Siberian product, the consuming outlets for this class of wood have not, up to the present, accepted substitutes for Canadian pine recognized as *pinus strobus* to any large extent, and while it is not anticipated that the present demand can be increased owing to the current high prices, it is considered that Canada's share of this high-class trade can be maintained at the level of recent years on the score of quality.

As regards Eastern Canadian red pine, the outlook is not considered so favourable. Importers state that it is most difficult to meet existing competition in the better grades, but it is understood that the domestic outlet in Canada for this class of wood is growing. Meanwhile one of the largest firms engaged in this business reports little difficulty in disposing of the small imports of third quality and better on this market.

THE COTTON TRADE DEPRESSION

As has been stated in previous reports, one of the most important factors in the Liverpool and Manchester timber markets is the state of the Lancashire cotton trade. This industry has been going through a period of almost continual depression for the past eight years with a resultant effect on the demand for all woods in this area. The past was another unfortunate year, and while the process of re-organizing this important industry seems to be at last gradually taking place, there are still a great many difficulties to overcome before the trade as a whole can regain its former prosperity. Meanwhile, progress must necessarily be slow in the face of existing conditions.

Any improvement in the cotton trade should substantially increase the demand for Canadian woods in Northwest England. Apart from this industry, the outlook for 1930 is, generally speaking, favourable, in view of the greater activity prevailing at various shipyards and in certain of the engineering trades.

This office is periodically approached by North of England timber firms wishing to establish connections with Canadian exporters. In certain instances firms already representing Eastern Canadian shippers are anxious to also link up with British Columbia exporting houses, and vice versa. Any Canadian firms interested in establishing new connections in this territory are invited to communicate with the Canadian Trade Commissioner at Liverpool.

EXPORTS FROM CANADA TO THE UNITED STATES OF PRINCIPAL COMMODITIES PRODUCED ON CANADIAN FARMS OR MANUFACTURED DIRECTLY FROM SUCH FARM PRODUCTS, DURING THE MONTH AND FOUR MONTHS ENDED JANUARY 1921, 1922, 1929 AND 1930; WITH UNITED STATES TARIFF RATES IN FORCE.

(COMPILED BY THE EXTERNAL TRADE BRANCH, DOMINION BUREAU OF STATISTICS; AND THE FOREIGN TARIFFS DIVISION)

Commodities	Month of January				Four Months ended January				United States Tariff Rates in force		
	1921	1922	1929	1930	1921	1922	1929	1930	Prior to May 27, 1921	From May 27, 1921, to Sept. 21, 1922	Subsequent to Sept. 21, 1922
Animals (except for improvement of Stock)—											
Cattle.....	11,166	4,188	7,366	6,223	164,437	104,363	69,474	74,565	Free	30 p.c.	(a)
Horses.....	807,290	117,490	412,978	293,926	12,546,168	1,923,508	4,677,044	4,354,282	Free	10 p.c.	(b)
Poultry.....	40,324	60,770	9,925	3,300	247,884	171,887	35,170	386,888	10 p.c.	10 p.c.	(c)
Sheep.....	48,171	39,393	40,581	30,943	591,497	529,526	400,890	336,434	1c. per lb.	1c. per lb.	3c. per lb.
Fruits—	14,747	2,200	12,997	29	1,080,131	232,460	54,532	19,515	Free	(c)	\$2 per head
Apples, green or ripe.....	888	5,199	4,682	3,212	11,011	392,360	35,348	94,535	10c. bu.	30c. bu.	25c. bu. 50 lb.
Apples, dried.....	5,619	13,094	23,087	17,272	53,822	1,999,472	178,303	450,761	1c. per lb.	1c. per lb.	2c. per lb.
Berries, fresh.....	1,980	8,953	.....	.....	25,522	39,403	496,970	1,132,750	3c. per qt.	3c. per qt.	1½c. per lb.
Grains—											
Barley.....	696	378	.....	50	128	1,351	12,233	4,161	15c. bu. 48 lb.	15c. bu. 48 lb.	20c. bu. 48 lb.
Beans.....	2,053	2,874	14,901	2,666	1,053	3,267	11,100	118,566	2c. lb.	2c. lb.	1½c. lb.
Buckwheat.....	63,207	11,952	19,274	16,406	135,159	68,082	22,481	109,819	Free	Free	10c. per 100 lb.
Oats.....	179,882	185,946	2,583	1,243	389,228	1,015,534	4,512	4,402	6c. bu. 32 lb.	6c. bu. 32 lb.	15c. bu. 32 lb.
Peas, whole.....	111,134	94,131	1,454	870	257,265	463,080	2,505	8,340	10c. bu. 60 lb.	10c. bu. 60 lb.	1c. lb.
Peas, split.....	62,703	33,713	19,379	9,788	138,752	211,271	34,970	28,578	20c. bu. 60 lb.	20c. bu. 60 lb.	1½c. lb.
Rye.....	14,424	5,549	.....	.....	258,059	74,321	.....	.....	Free	Free	15c. bu. 56 lb.
Wheat.....	22,683	21,476	5,538	2,000	33,219,658	9,993,631	8,845,159	4,103,169	Free	Free	35c. per bush.
Grain Products—											
Bran, shorts and middlings.....	94,679	17,991	519,637	11,552	507,875	259,210	1,990,612	295,562	(e)	(e)	(e)
Wheat Flour.....	148,355	21,865	770,124	13,922	918,987	253,333	1,990,612	427,566	Free	20 p.c.	1-04 p. 100 lb.
Meats—											
Bacon, hams, shoulders and sides.....	124	131	2,404	1,891	1,082	481	10,438	7,267	Free	25 p.c.	2c. per lb.
Beef, fresh, chilled or frozen.....	20,977	3,870	83,998	74,727	44,927	15,096	366,725	297,634	Free	2c. per lb.	3c. p. lb. (g)
Mutton and lamb, fresh, chilled or frozen.....	320,784	33,131	188,499	156,112	1,734,363	1,035,756	2,105,467	1,277,246	Free	2c. per lb.	3c. p. lb. (g)
	883	4,952	320	7	39,955	49,769	6,302	678	Free	2c. per lb.	(h)
	22,506	95,404	8,958	141	1,019,867	836,851	141,565	15,360	Free	2c. per lb.	

Pork, fresh, chilled or frozen.....	Cwt.	484	1,170	1,336	4,155	3,603	18,227	4,451	2c. per lb.	4c. per lb.
Pork, dry-salted and pickled.....	Cwt.	17,916	24,688	36,169	154,065	87,929	339,938	115,106	Free	2c. per lb.
Poultry, dressed or undressed.....	Lb.	1,800	22,798	5,800	9,795	1,809	13,032	831	Free	2c. per lb.
Other meats, including canned meats, but excluding extractions.....	Cwt.	75,870	6,824	2,907	434,822	604,270	92,434	65,831	2c. per lb.	6c. per lb.
Milk and milk products—										
Butter.....	Lb.	1,082	5,264	2,022	7,786	3,809	20,576	17,789	Free	25 p.c.
Cheese.....	Lb.	15,797	70,234	40,392	122,083	38,498	286,816	257,156	Free	25 p.c.
Cream.....	Gal.	38,395	21,700	1,700	1,478,003	2,487,321	62,000	7,200	21c. per lb.	12c. per lb. (i)
Milk, fresh.....	Gal.	18,928	9,033	7,222	741,726	924,630	21,890	2,999	6c. per lb.	23 p.c. (g)
Milk condensed, including milk powder.....	Lb.	81,553	598,500	30,600	100,510	2,329,463	2,677,300	1,030,200	20 p.c.	5c. gal. (k)
Seeds—										
Clover seed, alsike.....	Bush.	10,388	12,123	10,538	18,543	51,934	34,757	54,347	Free	4c. per lb.
Clover seed, alfalfa and red.....	Bush.	127,027	170,471	84,393	236,814	404,341	479,744	434,383	Free	4c. per lb.
Clover seed, other.....	Bush.	9,428	4,040	5,043	9,128	8,991	9,700	600	Free	4c. per lb.
Flaxseed.....	Bush.	19,028	12,044	3,706	5,128	9,706	29,542	560	Free	Free (n)
Grass seed.....	Bush.	127,912	31,613	70	795,928	1,350,469	596,162	215,063	20c. bu. 56 lb.	55c. bu. 50lb. (o)
Vegetables—										
Potatoes.....	Bush.	229,421	213,823	500,226	1,328,360	556,785	1,011,154	3,032,070	Free	2c. per lb.
Sugar beets.....	Ton	174,618	149,217	568,571	1,190,195	478,983	499,042	3,008,063	Free	25c. bu. 60 lb.
Turnips.....	Bush.	15,311	1,140	551,874	103,175	103,151	245,521	241,960	5 p.c.	80c. ton 2,240 lb
Miscellaneous Products—										
Eggs.....	Doz.	18,460	472	207	132,938	110,227	787	16,241	Free	8c. per doz.
Hay.....	Ton	10,702	245	139	86,982	53,063	364	5,475	Free	\$4 ton 2,240 lb.
Maple sugar.....	Lb.	151,709	4,426	25,867	841,090	11,908	2,503,286	114,990	\$2 ton 2,240 lb.	3c. per lb.
Tallow.....	Cwt.	39,120	8,624	113,417	38,897	226,842	73,234	471,908	3c. per lb.	4c. per lb.
Wool.....	Lb.	1,035	2,095	5,383	6,113	8,138	17,498	3,238	Free	4c. per lb.
		1,544,502	5,921	11,848	47,671	7,068	151,542	22,633	Free	Free (p)
		354,757	108,568	454,238	4,564,601	107,435	2,678,215	1,079,025	Free	
Total value of above commodities.....	\$	12,055,257	1,801,324	1,977,873	108,346,714	27,377,430	24,444,267	20,788,322		

(a) Cattle weighing less than 1,050 pounds, 14c. per lb.; 1,050 pounds or over, 2c. per lb. (b) Horses valued at not more than \$150 each, \$30 per head; more than \$150 each, 20 per cent; (c) Sheep, one year old or over, \$2 per head; less than one year old, \$1 per head. (d) Prior to April 6, 1924, 30c. per bush. (e) Prior to May 27, 1921, and from May 27, 1921, to September 21, 1922, free; wheat products, but otherwise apparently 15% ad. val.; from September 21, 1922, to April 6, 1924, 15% ad. val.; from April 6, 1924, 15% ad. val.; (f) Prior to other than 15% ad. val. (g) Applies to particular meat in question when "fresh." (h) Mutton, fresh, 2c. per lb.; lamb, fresh, 4c. per lb.; (i) From April 15, 1920, 8c. per lb. (j) Cheese, 5c. per lb. but not less than 25 per cent. (k) Cheese of Swiss or Emmentaler type subsequent to July 8, 1927, 74c. per pound but not less than 3 3/4%. (k) i.e. 231 cubic inches, about equal to five-sixths of Imperial gallon. (l) Prior to June 13, 1929, 20c. gal. (m) Prior to June 13, 1929, 21c. gal. (n) Clover seed, crimson, 1c. per lb.; white, 3c. per lb. and other, 2c. per lb. (o) Prior to June 13, 1929, 40c. bu. 56 lbs. (p) Dutiable at various rates. See *Commercial Intelligence Journal* No. 974, Sept. 30, 1922, pages 516-7.

AVIATION DEVELOPMENT IN INDIA

Mr. Richard Grew, Canadian Trade Commissioner in Calcutta, writes under date January 9 that during the last few months there has been a marked development of aviation in India. British manufacturers of aircraft have been busy forming connections, and Canadian firms who are in a position to produce aeroplanes for export to India are invited to communicate with Mr. Grew.

Although it is doubtful whether at the present time much business could be secured, in the course of the next year or two the demand will be increased considerably.

There is a weekly mail and passenger service between Karachi and London, which has recently been extended as far as Delhi. It is planned to expand this service across India whereby all the more important cities will be in direct air communication with London. Eventually Singapore is to be included in the service.

It is almost certain that this development by the Government will create a greater interest in aviation among private concerns and individuals, and there are a number of flying clubs in India at the present time. The chief demand will be for the lighter kind of aircraft capable of carrying one or two passengers. In a short time a demand is anticipated for triple-engine planes carrying from four to six passengers. The Ford people in the United States are manufacturing a triple-engine aeroplane of the type required. At the present time there is an embargo on the importation of all foreign planes for mail and passenger service in India, but this would not apply to Canada. This is another field for Canadian manufacturers. By securing a certificate of airworthiness for their machines from the proper Canadian Government authorities, it would be possible for them to have their name place on the Indian Government list of duly authorized suppliers. Adequate photographs must be sent to all prospective buyers, in order that they may obtain a good idea of the type of aeroplane offered.

Mr. Grew suggests that Canadian firms wishing to offer machines would do well to specify the Armstrong-Siddeley-"Genet," de Havilland-"Gypsy" or "Cyrrus" engine, as it is possible to obtain parts and service in India for these three types.

CHILEAN FRUIT INDUSTRY

The Chilean Government, says a Reuter's Trade Service message from Santiago, has allotted 10,000,000 pesos (£250,000) for the promotion of the fruit industry. The money will be used to help small producers to buy machinery or equipment, for educational work, and for premiums on exports. The Government is about to make important purchases of machinery for packing orchard products for export. Chilean fruits are now being shipped regularly to the United Kingdom and arrive in excellent condition. It is estimated that 80,000,000 acres of suitable land are available, of which little more than 90,000 acres have been planted with fruit trees, including apples, oranges, lemons, peaches, figs, walnuts, almonds, and alligator pears.

DRIED CODFISH FOR GREECE: A CORRECTION

Mr. Henri Turcot, Canadian Trade Commissioner in Athens, in writing under date January 30, directs attention to the fact that the imports from Canada into Greece of dried codfish, given in *Commercial Intelligence Journal* No. 1348 (page 743), should include those from Newfoundland. The figures from Canada are not separately ascertainable.

GREEK MARKET FOR AGRICULTURAL MACHINERY AND IMPLEMENTS

HENRI TURCOT, CANADIAN TRADE COMMISSIONER

[1 hectare = 2.471143 acres; 1 litre = $1\frac{3}{4}$ imperial pints; 1 kilogram = 2.2 pounds]

Athens, January 22, 1930.—Agriculture is the principal source of revenue in Greece. The monetary and financial problems of the country now seem to have been solved satisfactorily, and the development of agriculture occupies a prominent place in the economic policy of the Government. On the other hand, owing to the large number of refugees from Asia Minor—close on one million—who have been placed on the land, and to the fact that an area of 300,000 hectares is now being reclaimed in Macedonia and Thrace, 11,000 of which will be ready for cultivation this year, agriculture is assuming greater importance from year to year. In 1928 the area under cultivation was 1,590,149 hectares, as compared with 1,520,083 in 1927 and 1,269,028 in 1922-23, when the refugees arrived in Greece. The agricultural regions are Macedonia, Thrace, Thessaly, Epirus, Old Greece, and Peloponnesus, the three first-named being the most important. The principal crops grown in this country are cereals, tobacco, vegetables, cotton, fodder plants, currants, sultanas and grapes, fruit, olives, almonds, and mulberry trees for the silkworm. According to the Greek official statistics, the areas on which the following agricultural products were grown in 1928 were (in hectares): cereals, 138,995; tobacco, 93,076; vegetables, 78,301; fodder plants, 50,794; currants, 197,327; and cotton, 15,404. Improvements have been made in methods of cultivation, and agricultural machinery and implements—the demand for which until comparatively recent years was not of much importance—are in increasing use. As a result of the subdivision of the land into small holdings, the increase of the population, and the keen interest taken by the Government in developing the agricultural resources of the country, the next few years will see the introduction of large quantities of modern machinery and plant. This should be followed by further business when in a few years' time the vast areas in Macedonia and Thrace now being reclaimed become ready for cultivation.

AGRICULTURAL ORGANIZATIONS

The practical steps taken by the Government in their agricultural campaign have so far resulted in the formation of a Colonization Department, experimental agricultural colleges, an agricultural bank which has just begun to operate, and agricultural federations, unions, and co-operative societies. The Colonization Department assists refugees in opening up new areas of arable land, and agricultural colleges have been erected for the purpose of giving technical training to peasants. These colleges are also working in several areas supplying plants, trees, and breeding stock. Since the subdivision of the land, the small landowner has found that he is not financially strong enough to cultivate his land without assistance, and it has therefore been found necessary to form a number of co-operative societies, unions, and federations, and with these the agricultural bank works in conjunction. Each village has its own agricultural co-operative society, of which there are several hundreds in each prefecture (province). The societies are represented in the nearest provincial town by a union, and a group of unions is represented by a federation in centres such as Salonika, Athens, and Patras. The unions and federations act both in an advisory capacity and as buying agents, although the co-operatives also buy direct for their associates. These organizations also act as depositaries and selling agents of crops against which they obtain loans for the peasants

from the National Bank pending sale. The co-operatives and unions are of recent creation, and have as yet little experience, so that great caution has to be exercised when dealing with them.

Much useful work has also been done during the last few years to assist in the agricultural development of the country by the International Refugee Settlement Commission.

METHODS OF SELLING

Some manufacturers who now do business in Greece are represented for the whole of the country by a general agent who either has branches in the principal buying centres or has travellers who visit them, but the agents are few who have these organizations. Other manufacturers are represented by an agent, who in turn appoints sub-agents in the different districts, but this method of sale is unsatisfactory owing to high overhead costs. It would therefore be a matter for consideration whether it would not be better to divide Greece into four agencies for the sale of agricultural machinery: Salonika for Macedonia and Thrace, Larissa with the port of Volo for Thessaly, Patras for part of the Peloponnesus, and Athens for the remainder of Greece.

Agricultural machinery can only be sold after it has been displayed, and it is customary to send goods on consignment for payment after sale, but the agent accepts the *del-credere*. Agents' commission from the manufacturer varies from 15 to 20 per cent on list price.

PAYMENT

German, Swedish, and Hungarian firms demand 15 to 20 per cent cash, balance over three harvests. German sales have recently been made for four harvests, but these terms are strongly deprecated locally. British manufacturers ask for from 15 to 20 per cent cash, and the balance in three harvests. Americans generally insist on payment at twelve months, but a few houses accept over two and even three harvests. Extensions are usually granted throughout Greece when there is a failure of crops. Continental houses are as a rule quite generous and even lenient over the matter of credit. When the crops are bad and the farmer finds himself in difficulties, they seem to be more considerate than British and American manufacturers.

BUYING SEASON

The buying season for tractors is August and September; threshers must be on the market by June, and reapers and binders by the end of April. Implements, accessories, and spare parts must be kept permanently in stock.

MARKETS

The principal market for agricultural machinery is Macedonia and Thrace through Salonika. That of Thessaly through Volo is of secondary importance, as the volume of business transacted there is about a quarter of the former. Both these markets, however, show promise of great development in the near future. There is also some business to be done through Athens-Piraeus and Patras.

ARTICLES IN DEMAND

The machinery, implements, and accessories mostly in demand are tractors, threshers, binders, hay-baling machines, maize and corn shellers, ploughs, rakes, picks, hoes, fencing and barbed wire, binder twine, and a small number of cream separators and dairy appliances.

There are in Greece five small establishments manufacturing agricultural plant, the two most important of which are situated at Volo. The agricultural

plant manufactured locally consists principally of horse- or bullock-drawn ploughs, harrows, rakes, and pickaxes. As for most of the other articles in demand, Greece has to rely on imports. The two Volo manufacturers referred to above are at the same time the two largest importers, their selling organization being used for both the lines they manufacture and those they import.

TRACTORS

Quite a large number of gasolene tractors are in use, but owing to the present high cost of this commodity, tractors burning heavy oil (without magneto) of from 20, 22, and up to 36 horse-power are now almost exclusively demanded. They are usually sold complete with ploughs and other attachments. The big tractor is used with three ploughs, but the smaller and more economical tractor, which is the more popular, is used with two. The depth of the furrow is from 20 to 25 centimetres. The two-furrow plough attachment must be fitted to take five-disc harrows for sowing. The demand for tractors commenced a few years ago, and the number now at work in the whole of Greece is placed at 330, 200 of which are to be found in Macedonia, 70 in the Thessalian Plain, and 60 in the remainder of Greece. Gasolene tractors mostly sold are the "Deering," "MacCormick," "Fordson," and "Caterpillar," and the heavy oil tractors are those manufactured by Heinrich Lanz, Munktel, and a few by Hart Parr. Some large 60-h.p. "Caterpillar" tractors manufactured by the Caterpillar Tractor Company are employed by companies reclaiming land. There are still a few isolated orders for steam tractors of about 36 h.p.

The price of gasolene is a question that is having the serious attention of the Government and is being studied in conjunction with gasolene-importing concerns. It is proposed to adopt a system somewhat similar to that in force in Turkey, which would permit gasolene for agricultural purposes to be sold at a very reduced price. It is not possible to state at the present time whether such a scheme will go through. In any even, prospects are in favour of crude-oil tractors. Heavy oil now works out at 15 per cent as compared with gasolene.

THRESHERS

There is a comparatively large and increasing demand for the standard thresher with a straw binding and chopping apparatus. Sizes are 30, 36, 42, and even 54 inches, the most popular being the 36-inch and 42-inch. Some 250 threshers can now be sold annually in Macedonia, whilst in Thessaly there is a market for about 60. The metal thresher was recently introduced into Greece, and seems to be preferred. Marshall (British), Hoffherr-Schranz-Clayton Shuttleworth of Budapest, Heinrich Lanz, Munktel of Sweden, Case, and Ransome are the competitors. There is also some demand for the small Badania thresher.

PLOUGHS

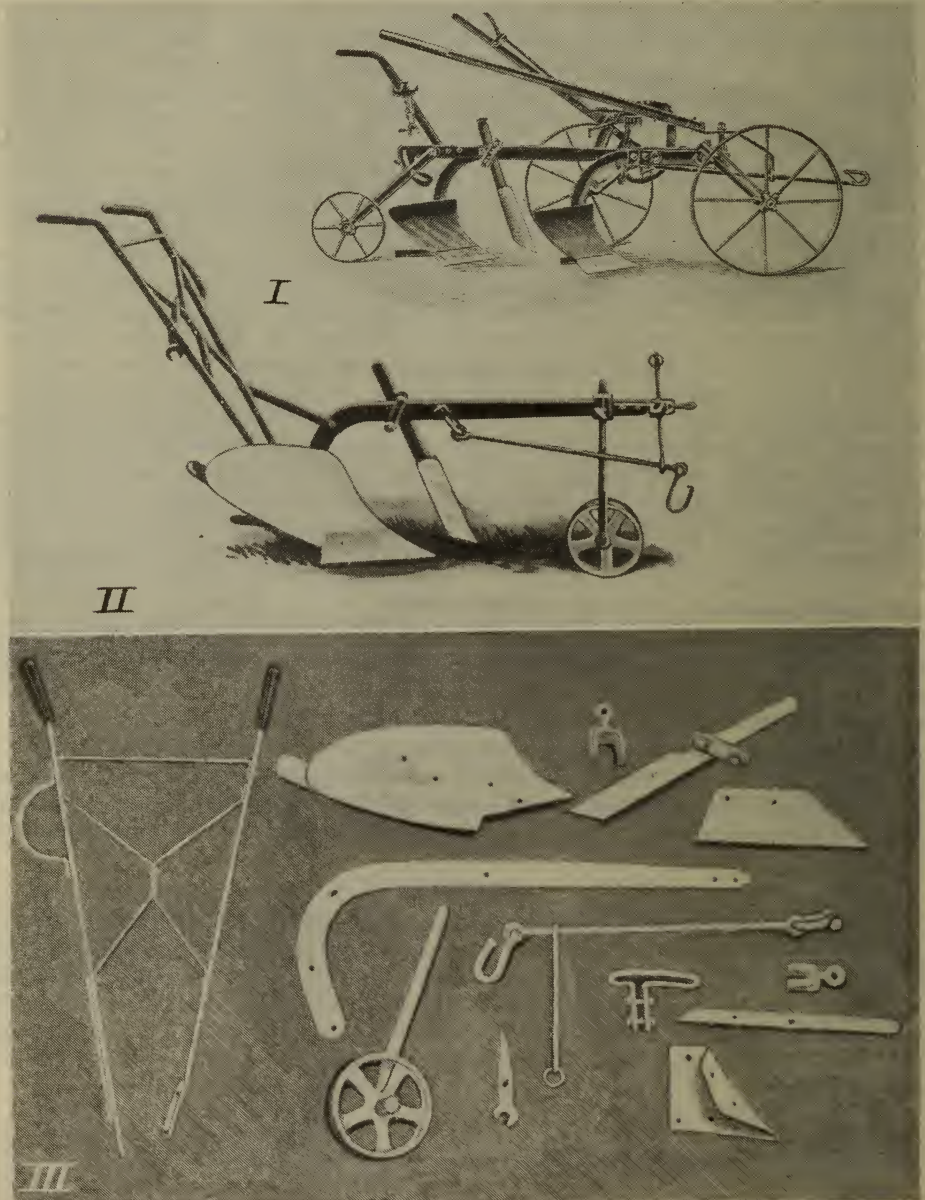
The one- and two-furrow horse- or bullock-drawn ploughs are mostly manufactured in the country. The annual output amounts to approximately 40,000, a certain number of which are exported to the Balkan States and Turkey. These ploughs sell at from \$3 to \$5, and it is stated that were they manufactured in the United States they would cost at least \$15. The German type of plough is manufactured by the local industry, its use having proved very satisfactory. It is made of steel, in ten different sizes, as follows:—

Double-handled	20, 24, 28, 32 and 37 kilos.
Single-handled	20 and 24 kilos.
Single-handled, double reversing	28 and 35 kilos.
Two-share	24 kilos.

The most popular size is the 32-kilo, which is due to the fact that most of the regions under cultivation in Greece are hilly.

A small number of horse-drawn Oliver ploughs are being used by refugees, but these they brought with them from Asia Minor.

Tractor ploughs are all articles of import. About 70 per cent of those now in use are of the Deering make, the balance coming mostly from Rudolf Sack and Eckert (Germany), and from the American International Harvester Company. There are also a few Massey Harris and Oliver ploughs. They are fitted with two, three, four, and five harrows, the two and three being most in demand. Weights vary from 70 to 100 kilograms.



I, Two-furrow plough; II, One-furrow plough, and III, parts thereof.

REAPERS

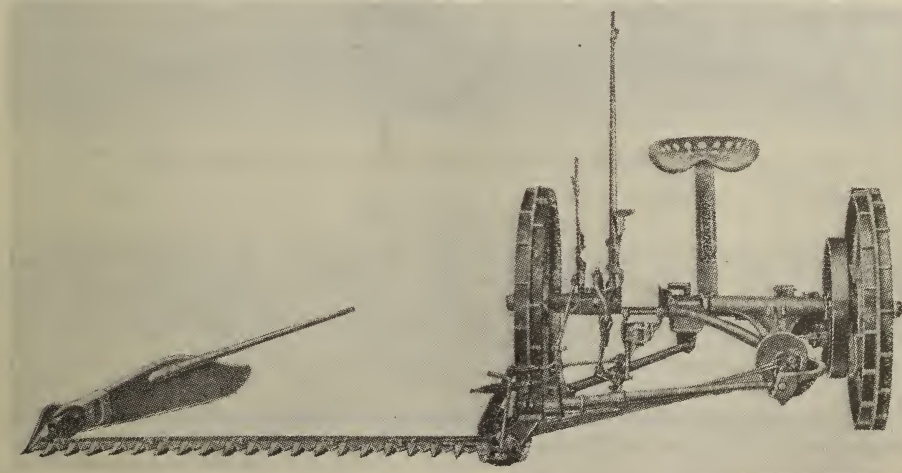
There is quite a large market in Greece for reaping machines. Approximately 500 were sold last year in Thessaly alone. Well-known foreign makes are Case, Lanz, Munktel, Frost & Wood, Deering, and MacCormick. The last two named have been importing for over twenty years and are very popular. Sizes are $4\frac{1}{2}$ feet and 5 feet.

BINDERS

The sale of binders amounts to about 600 per annum. Horse- and tractor-drawn binders are imported, the former representing by far the larger number. The sizes generally in request are 5, 6, 7, and 8 feet. The 6-foot binder is the most popular. All the 7- and 8-foot machines must be furnished with a tongue truck, and as a rule with outside reel support. The International Harvester, Frost & Wood, Massey Harris, Osborne, Johnston, and Lenz makes are to be found in this market. A few Deutsche Werke have also recently been sold in Greece.

MOWERS

Some mowers are imported into Greece in the following sizes: $3\frac{1}{2}$, 4, $4\frac{1}{2}$, and 5 feet. The 4-foot size has the greatest demand. The Osborne is very popular.



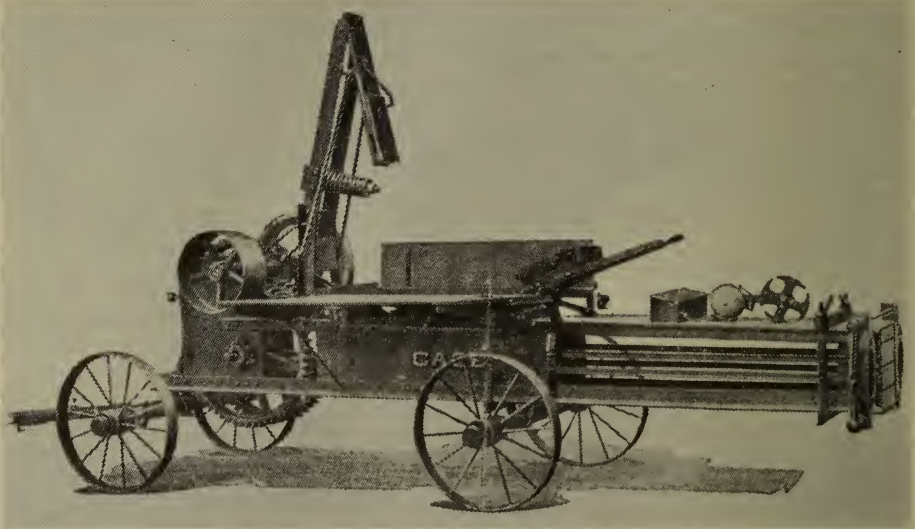
"Osborne" Mower

MAIZE SHELLERS

Both hand and power maize shellers are employed in Greece. The latter have only recently been introduced and they have proved economical. Some 300 hand shellers are sold annually, their capacity being around 6,000 pounds per day. The makes mostly known are International Harvester Company, Flother (German), Hoffherr-Schranz-Clayton Shuttleworth and Mayfair (Hungarian). Power maize shellers with a capacity of from 30,000 to 60,000 pounds a day are imported principally by Shuttleworth and a British house.

HAY-BALING MACHINES

The imported hay-baling machines are rapidly replacing the domestic hand-made article, although they cost ten times as much. Several hundreds are in use, and they are mostly American and German. The sizes in demand are 14 inches by 18 inches and 16 inches by 18 inches, generally operated by means of a 6-h.p. gasoline motor. Horse-drawn baling presses are rather rare. The delivered cost of the American product is around \$350.



Power Baling Press ("Case") which proves to be a popular type.

DAIRY APPLIANCES

There is not much demand for dairy appliances in Greece. The Laval cream separator has a small sale. Both motor and hand separators are in the market; capacity from 75, 100, 140, 200, 275, to 375 litres per hour.

INCUBATORS

The demand for incubators is negligible, and those in use are of American manufacture. The few attempts that have been made at poultry farming in this country have met with failure. This is put down to the fact that every small landowner keeps a few chickens which cost him nothing for upkeep, and he is prepared to sell the eggs at low cost. In this way the country demand is supplied. Large towns are catered for by Bulgaria and Turkey, who export to Greece large quantities of eggs.

FENCING AND BARBED WIRE

Mostly supplied by France, Belgium, and Germany, these commodities find increasing sales in Greece.

SUNDRIES

Smaller agricultural implements such as spades, shovels, etc., are manufactured locally, but imports are comparatively important, those of British manufacture being preferred. Binder twine is also manufactured, but imports from the United States and Belgium amount to a relatively high figure.

FUTURE TRADE

The three provinces of Macedonia, Thrace, and Thessaly offer prospects of an important trade in agricultural machinery and implements during the next few years, but any manufacturer who wishes to tackle the business seriously must be prepared in the first instance to send out a technical representative to study conditions, as in order to adapt machinery to local requirements, modifications in design may be necessary. Much disappointment has been caused in the past by supplying unsuitable types of machinery. Competition is very keen in this market; and as an instance of the enterprise shown by foreign firms it may be stated that the German firm of Lanz have started a repair shop in Larissa, where they retain three engineers of their own staff, who travel about the country inspecting machines sold and making the necessary repairs free of charge.

CANADA'S SHARE OF THE TRADE

The Greek imports of agricultural machinery and implements for 1927, 1928, and the eleven months ended November 30, 1929, respectively, amounted to \$214,748, \$742,790, and \$570,456. According to the Greek official statistics, the Dominion's exports to this country for the past three years were valued at \$9,008 (1927), \$37,323 (1928), and \$63,944 (for the whole of 1929), these being detailed as follows:—

Article	1927	1928	1929
Tractor ploughs. . . . .	....	\$ 1,158	\$ 5,699
Binders	\$9,008	35,967	6,993
Mowers . . . . .	....	132	467
Threshers . . . . .	....	....	50,265
Shellers . . . . .	....	....	320
Hay presses . . . . .	....	....	200
Plough parts . . . . .	....	66	....
Total	\$9,008	\$37,323	\$63,944

An analysis of the above table shows that in 1927 Canada exported only binders to Greece, whilst tractor ploughs, mowers and binders were sold in 1928, and threshers, shellers, hay presses, mowers, binders and tractor ploughs in 1929. In the past year's figures, threshers deserve a special mention as they appear for the first time in Canada's exports of agricultural machinery to Greece, representing at the same time over two-thirds of the total sales. A decided decrease was noticed in exports of binders in 1929 as compared with 1928. On the other hand, Canada's total exports reached their highest figure in the past year, showing an advance of \$26,621 over 1928, and of \$54,936 over 1927.

This advance is probably due to the fact that the threshers referred to above were designed for co-operative societies and consequently admitted into Greece duty free, agricultural implements, according to a law which came into force on March 16, 1929, not being subject to the ordinary customs duty when they are purchased on behalf and for the use of co-operative societies. Canadian implements for private account are dutiable under the maximum tariff rates; the products of the Dominion are not entitled to most-favoured-nation treatment, as are those of some competing countries.

According to the Greek official statistics, exports of agricultural machinery and implements from the United States to Greece for the years 1927 and 1928 and the eleven months ended November 30, 1929, amounted to \$214,748, \$742,790, and \$570,456 respectively. These consisted of binders, mowers, threshers, tractors, tractor ploughs, shellers, accessories and spare parts.

CONCLUSION

Progress in Greek agriculture is evident, and the imports of agricultural machinery and implements will greatly increase during the next few years. It is to be hoped that Canadian manufacturers will follow closely the development. The Athens office is at their disposal should they wish to obtain supplementary data or to be put into touch with reliable agents.

A list of firms who might consider representing Canadian manufacturers of agricultural machinery and implements is on file at the Department of Trade and Commerce, Ottawa (file 24536), and may be obtained on application.

CHANGE IN MONETARY UNIT OF PERU

Mr. G. R. Stevens, Canadian Trade Commissioner in Lima, sent the following cable on February 11 regarding the new monetary unit of Peru:

"A law was passed on February 11 creating a gold sol (Peruvian) with a par value of 40 cents in American currency as the monetary unit of Peru, replacing the Peruvian pound."

TRADE OF PERU DURING 1928

EUGENE GAUVREAU, ASSISTANT TRADE COMMISSIONER

Lima, January 28, 1930.—Peruvian statistics just released show that the total trade of Peru for 1928 amounted to \$196,581,680, a slight decrease over the 1927 total of \$202,247,692. Imports in 1928 amounted to \$70,506,576, being a diminution of nearly 10 per cent from the preceding year, while exports amounted to \$126,075,104 or an increase of \$1,184,204. The favourable trade balance thus amounts to \$55,568,528. This favourable trade balance is, however, fictitious. Petroleum exports, which represent over one-third of the total exports of Peru, bring no returns, since the petroleum companies, whose capital is foreign, pay their cost of production from the profits of their sales in Peru. Barring export taxation there is no return to Peru from their exports. Then there is a standing requirement of \$10,000,550 which must be exported annually for official debt service. Interest and profits upon large foreign investments constitute a further charge. The foreign indebtedness of Peru, exclusive of Government borrowings, may be taken at about \$300,000,000, of which approximately half is British and half American capital. The average return upon British investments was 3.7 per cent in the last recorded year. The return upon American investments is probably somewhat higher. When these factors are reckoned, the favourable trade balance of Peru disappears, and is replaced by a large unfavourable balance, even without taking into consideration amounts paid out for foreign services, such as steamship, banking and insurance, which amount to perhaps \$10,000,000 per year.

Exports

Out of a total of \$126,075,104, petroleum and its products, copper, sugar and cotton account for more than 83 per cent of Peruvian exports.

PETROLEUM

Total exports of petroleum in 1928 were valued at \$45,356,396, compared with \$40,627,216 in 1927. Peru's best customers for petroleum were: Argentina

(\$14,114,516), Germany (\$6,635,468), Canada (\$5,789,240), Brazil (\$4,734,660), and Chile (\$4,398,480).

Petroleum is now ranking first in the mineral resources of the country. The promontory immediately south of the Ecuadorean frontier comprising the Zorritos, Lobitos and Negritos oilfields, has proven a prolific source of oil. The discovery of oil extends back to the days of the Incas, when it was obtained from shallow hand-dug pits situated along the outcrop of the oilsands. The first oil wells were drilled near Negritos, fifteen miles south of Talara, towards the end of the last century, but it was not until 1904 that the Peruvian oil industry began to make such rapid progress that it is now a most important factor in the economic life of the country. At present the production of petroleum is in the hands of two companies, one a Canadian enterprise with American affiliations, and the other a British company connected with a famous West Coast trading concern. In 1928 the Canadian company produced approximately 80 per cent of the petroleum, and the British company the remainder.

COTTON

Exports of cotton amounted to \$23,418,060 in 1928, showing a decrease of \$3,632,488 over the 1927 figures. Cotton is cultivated in thirty-five of the coastal valleys and a few inland districts. Five chief varieties are grown, greatly differing from each other in their general characteristics: Full-Rough or Aspero; Semi-Rough or Semi-Aspero; Smooth; Tanguis—valued because of its liberal yield—and the Mitafifi, produced from Egyptian seed and partaking of the Egyptian character. The production of cotton averages around 45,000 tons per annum; cotton-picking continues for nearly the whole year and the bolls are ginned principally upon the estates. The seed is utilized for oil and cotton cake in numerous crushing and refining factories in the Lima district. Approximately 10 per cent of Peruvian cotton is consumed in about twelve local textile mills and the remainder exported, principally to Great Britain.

From the point of view of returns, cotton is by all odds the most important export commodity. The production of cotton is fairly widespread throughout Peru, and a larger number subsist on this crop than upon any other industry. Moreover, the profits upon cotton are very good, due to the excellent quality of the growth and the suitability of the soil for this crop. Liverpool, which absorbs 85 per cent of the export, keeps buyers on the spot, who bid against each other for the exportable surplus. A well-managed *hacienda* can grow cotton for roughly one-half of the market price, a circumstance which assures a satisfactory return.

SUGAR

Exports of sugar totalled \$14,552,820 in 1928 compared with \$18,360,548 in 1927. The excessive floods of 1925 have caused the substitution of sugar for cotton as a crop on many estates, but for both commodities prices have not been encouraging these last years. About 15 per cent of the sugar is consumed locally and the rest is exported in the raw state, almost the entire crop being bought by Great Britain and Chile. The production of sugar which in 1926 was estimated at 375,000 tons, has gradually dwindled to 305,970 tons.

COPPER

Though petroleum has taken first rank in the Peruvian exports, copper mining steadily increases and occupies more than 22,000 persons. The mining industry is in the hands of large North American companies, and is carried on

chiefly in the mountains of North and Central Peru. The Cerro de Pasco Copper Corporation is estimated to have invested \$56,000,000 in mines, smelters and transportation facilities. The production of copper amounts to over 52,000 metric tons, all of which is shipped to the United States. Most of the richer lodes have been exhausted, but modern smelting secures economical returns from the poorer ores. Precious metals are combined with copper ore in a proportion which in some instances defrays the total cost of extraction.

Due to the shortness and steepness of the Pacific slope, the majority of ore bodies are discovered at extreme altitudes, in locations where transport can be arranged only with great difficulty. In every part of Peru there are ore bodies which were worked in the days of the Incas, from which an excellent yield could be obtained if the transportation problems could be solved. Unfortunately the cost of building railroads, or even ordinary roads, is often prohibitive.

Exports of copper in bars amounted to \$21,865,820 in 1928 compared with \$19,751,372 in 1927.

Other Peruvian exports of lesser importance for the same period were as follows:—

Product	Quantity	Value
Wool	metric tons 5,630	\$4,436,616
Lead in bars	metric tons 13,254	4,383,400
Hides and skins	metric tons 3,006	1,721,052
Gums and resins	metric tons 1,284	544,504
Coffee	metric tons 983	398,424
Sulphides	metric tons 67	385,108
Cotton seeds	metric tons 5,626	225,044
Gold in bars . . . . .	.kg. 346	222,828
Cattle . . . . .	.head 3,444	201,516

DIRECTION OF EXPORTS

Exports to—	1927	Per Cent	1928	Per Cent
United States	\$34,449,620	27.60	\$35,895,560	28.47
Great Britain	35,301,096	28.28	30,074,964	23.85
Argentina	13,669,672	10.95	14,118,860	11.19
Chile	9,634,672	7.72	10,763,292	8.53
Germany	6,494,256	5.20	10,062,020	7.98
Canada	5,747,092	4.60	6,458,740	5.12
Brazil	5,075,060	4.06	4,767,140	3.781

United States.—Total exports in 1928 amounted to \$35,895,560 representing 28.47 per cent of the whole external trade of Peru, while the figures for 1927 were shown as \$34,449,620 or 27.60 per cent. Copper in bars is by far the most important item of the Peruvian exports to the United States, as practically the whole production of \$21,865,616 is shipped to this country. Argentiferous lead accounts for \$3,811,684, crude petroleum for \$3,269,860, and cotton for \$1,979,136.

Great Britain.—Formerly the best customer of Peru, Great Britain now ranks second with a total of \$30,074,964, representing 23.855 per cent of the export trade of Peru (1927 figures were \$35,301,096 or 28.28 per cent). Most of the Peruvian cotton crop is taken by Great Britain, and this constitutes nearly two-thirds of the exports to that country, being valued at \$19,319,064. Other items of importance are sugar (\$5,349,720) and wool (\$2,283,216).

Argentina.—Exports to Argentina totalled \$14,118,860 in 1928, or 11.19 per cent of the Peruvian export trade, a slight increase over the 1927 figures of \$13,669,672. Petroleum is the chief item on the export list, accounting for \$14,114,516.

Chile.—Sugar and petroleum, valued respectively at \$6,048,336 and \$4,398,480, represent nearly the whole exports from Peru to Chile. The total figures for 1928 are \$10,763,292 or 8.53 per cent, and for 1927 \$9,634,672 or 7.72 per cent.

It will be noted that Chile and Great Britain are the main markets for Peruvian sugar, these two countries absorbing nearly \$12,000,000 out of a total sugar export of \$14,552,820.

Germany.—Though still in fifth place, Germany has shown a remarkable advance in the external trade of Peru in 1928, accepting \$10,062,020 and 7·98 per cent of Peru's exports for 1928, as against \$6,494,256 and 5·20 per cent in 1927. This large increase is due to petroleum exports, which soared from \$2,687,020 in 1927 to \$6,635,468 in 1928. Cotton was the only other item of importance, Peruvian exports to Germany being valued at \$1,741,036.

Brazil.—Brazilian importations from Peru are largely confined to petroleum and petroleum derivatives, together with a small quantity of rubber and similar tropical produce from Amazonian Peru, an isolated section beyond the "Cordillera", whose trade is centred on Iquitos, on the Amazonian river. The trade of the latter section is diminishing in importance.

CANADA'S SHARE

Canada is the sixth best customer of Peru, due in large part to her purchase of crude petroleum, which accounts for approximately 90 per cent of all Peruvian exports to the Dominion. The only other Canadian purchase of any importance, in the year under review, was Peruvian raw sugar, to the value of \$65,948. Each year a certain amount of sugar moves from Peru to British Columbia ports. In addition to the above exports, small parcels of hides, skins, and wools are bought from time to time by Canadian manufacturers.

DOMESTIC ORIGINS OF PERUVIAN EXPORTS

There are fifteen principal ports of loading on the Peruvian Coast, of which the most important afforded cargo in the last two recorded years, as follows:—

	1927	1928	Per Cent
Talara	\$34,809,840	\$40,082,800	31.79
Callao	27,055,052	29,623,372	23.49
Salaverry	10,346,008	9,664,676	7.66
Mollendo	4,653,448	5,402,468	4.28
Chicama	5,207,792	4,387,696	3.48

Talara.—Gasolene and lubricants to the value of \$40,082,800 or 31·79 per cent of the whole Peruvian exports, were handled through this port. These oils make Talara the leading shipping port of Peru.

Callao.—Though in second place, Callao accounts for handling 23·49 per cent, or \$29,623,372 of the exports, and it also has the credit of clearing much more diversified cargo. Minerals are largely shipped through Callao, copper in bars accounting for \$18,638,312, argentiferous lead for \$4,320,960, and zinc concentrates for \$1,718,688. Cotton was also an important item, Callao shipments being valued at \$2,517,612.

Salaverry.—Through this port \$9,664,676 worth of goods were shipped in 1928. Sugar alone accounted for \$4,127,076, copper in bars for \$3,227,304, and concentrates of gold and silver for \$1,753,140.

Mollendo.—This southern port handles agricultural products almost exclusively. In 1923 the value of exports through Mollendo was estimated at \$5,402,468 or 4·28 per cent of the total export trade. The main item was wool, which accounts for \$3,064,392; hides and skins were shipped to the value of \$321,724; and some cattle (destined to Chile), \$191,936.

ASPHALT PRODUCTION IN CUBA

JAMES CORMACK, CANADIAN TRADE COMMISSIONER

Havana, February 4, 1930.—Deposits of asphalt are to be found in greater or lesser extent in every province of Cuba, but until recently methods of exploitation have in general been erratic and crude.

In the early days small quantities were mined—generally by “open-cast” workings—and consumed at the local sugar mills for fuel purposes. Later it was used, also in a crude manner, in surfacing some of the roads on the island. Later still, some of the deposits in the eastern portion of the island, containing the type of asphalt known as “Gilsonite,” have been opened up to supply that material, as a constituent in the manufacture of paint and varnish, in mastics for roofing, and for several other industrial purposes.

PRODUCTION

Whilst the published records are probably somewhat inaccurate, the maximum production was reached in 1909, when approximately 20,000 tons of crude asphalt were produced and exported. In 1914, production and export fell to 1,600 tons; and it was not until 1919 that any notable increase was shown, when 2,000 tons were exported. Both production and exportation have gradually increased since then, reaching in 1928 a production of 13,185 tons, of which 12,051 tons were exported.

The mining of asphalt in a systematic manner is confined principally to two districts: that of the “Chambas” mines in the province of Camaguey, and that of the “Mariel” mines in the province of Pinar del Rio.

The former group, owned by American interests, is quite recent in development. The asphalt is a high-grade “Gilsonite” similar to the “Utah”. This product is mined and exported almost entirely to the United States, and used in the manufacture of paints and varnishes of a special character, for which a high-grade bitumen is essential. The latter group is owned and worked by a British company. The earliest workings here are stated to date back to 1829. The type of asphalt produced is a combination of “Gilsonite” and “Grahamite,” and is particularly suitable for road-surfacing.

Numerous veins or lodes have been located in these concessions, varying in width from 2 metres to over 30 metres. At Mariel many millions of tons of asphalt are available for extraction. Next to the well-known lake asphalt deposit of Trinidad, the “Mariel” is probably the largest known.

This asphalt has been used with great success in road-surfacing in the United States, in Great Britain, and in other European countries: exports to England are rapidly increasing. A special feature of this product is that it makes a road surface that effectively withstands extremes of temperature—without “bleeding” in hot climates, or becoming hard and brittle in cold climates—and provides what is practically a “non-skid” motoring surface. As such it should be of special interest to Canada.

The other deposits known to exist in the island have in most cases not yet been opened up. The once famous “Angela Elmira” mine, in the province of Havana, from which a monster block of asphalt that turned the scale at over a thousand pounds was on view at the World’s Fair in Chicago in 1893, is about to be reopened. Large quantities of asphalt, of the “Gilsonite” type, have been produced from the “Angela Elmira” group of mines, and it is expected that the mines will again contribute substantial quantities of high-grade asphalt to industry.

SHIPMENTS AND PRICE

All shipments from the "Mariel" mine are consigned from the port of Mariel, about 30 miles north-west of Havana, in bulk, on ordinary cargo steamers, because for transport purposes the asphalt can be regarded as hard coal, and does not foul the holds. As a rule purchasers make their own freighting arrangements.

Cuban asphalt is cheaper than the majority of asphalts from other countries. A recent quotation was \$10 per short ton f.o.b. port of Mariel for full cargoes.

INVOICE REQUIREMENTS OF JAMAICA

F. W. FRASER, CANADIAN TRADE COMMISSIONER

Kingston, January 30, 1930.—The attention of Canadian exporters to Jamaica is once more drawn to the importance of strict compliance with the regulations covering invoices and certificates of value and origin for goods consigned to this island. Many cases have recently come to attention where the non-observance of these regulations has led to delay, annoyance, and confusion, and in some cases to additional expense on the part of the consignee, all of which might have been very easily avoided by the exercise of a certain amount of care on the part of the individual responsible for completing the documents.

First of all, the exporter from Canada should bear in mind that the certificate of origin demanded by the Jamaican customs officials in respect to goods claiming entry under the preferential tariff is not designed to hamper or restrict Canadian exports to this market. It is really intended for the express purpose of encouraging the development of inter-Empire trade, and the customs officials, in carefully scrutinizing such certificates and invoices, and rejecting those which are insufficiently or incorrectly completed, are actually protecting the interests of Canada against the unscrupulous shipper of foreign goods.

The principal points to be observed in connection with goods claiming preferential treatment are set forth below:—

(1) Combined invoices and certificates of value and origin are required to be furnished in *duplicate*.

(2) Particular care should be taken to furnish all the information asked for on the prescribed invoice form, such as (a) marks and numbers on the packages, (b) quantity, (c) contents of each package, and the value of each item in each package.

(3) Duties in Jamaica are assessed on the price of the goods at place of supply plus cost of package and packing. Where cost of package and packing is included in cost of goods, this should be stated clearly on the invoice, otherwise the value of such package and packing must be stated separately.

(4) In the case of goods shipped from Canada to Jamaica via the United States, it should be noted that these must be accompanied by a through bill of lading or railway consignment note in addition to the certificate of origin, and be passed through the United States in bond, otherwise the full rate of duty shall be charged.

(5) Samples of dutiable goods are also dutiable on entering Jamaica. Where samples are sent free, this may be stated on the invoice, but the actual value must also be shown for duty purposes. A discount of 25 per cent is permitted, provided it is shown on the invoice.

(6) Documents should in all cases be forwarded in plenty of time to reach the consignee before the arrival of the goods. When goods are not accompanied by proper invoices giving their value, the consignee must take out what is known as a bill of sight, necessitating examination and appraisal of value of the goods

by a customs officer. When such goods are valued at over £5, a tax of 10s. is made, which is not recoverable.

(7) In the case of parcel post shipments, a special form of certificate may be used in addition to the existing form of customs declaration, in lieu of the certificate of value and origin.

(8) Copies of the combined invoice and certificate of value and of origin and of the form of certificate to be used with parcel post shipments may be obtained on application to the Department of Trade and Commerce, Ottawa.

BIRMINGHAM GROCERS' EXHIBITION

E. E. FREELAND, CHIEF, COMMERCIAL DIVISION, EXHIBITION COMMISSION

London, January 30, 1930.—The 1930 Birmingham Grocers', Confectioners', Bakers' and Allied Trades Exhibition, held in Bingley Hall, Birmingham, January 14 to 25, was opened by Dr. T. Drummond Shiels, Parliamentary Under Secretary for the Colonies. Mr. Douglas S. Cole, Canadian Government Trade Commissioner in Bristol, was present at the opening. There were approximately 100 stands occupied by various firms connected with the trades interested. The exhibits ranged from penny packets of cereals to mixing machinery and electric ovens.

A large section was devoted to the Empire Marketing Board display of products of the Overseas Dominions and Colonies. Canada, in addition to a display in this section, had a stand 40 feet by 16 feet in the main portion of the exhibition, with a further show of Canadian foodstuffs on sale in England. A fairly large number of trade inquiries resulted, and these were handled on the spot by representatives of the Canadian Exhibition Commission. Those which could not be so dealt with were referred either to the firms importing the article inquired for, or to the Trade Commissioner in Bristol, the Birmingham area being included in the territory assigned to his office.

Representatives have been appointed in the United Kingdom for all of the Canadian food products exhibited at the Canadian stands. It was noted that many lines exhibited on the Canadian stand were stocked by only about three shops in the city of Birmingham. In view of the fact that the city has a population of 1,250,000 this number is quite inadequate; it is futile to refer people who live at one end of the city to stockists at the other end for the supply of products in which they may be interested. One of the difficulties is the readiness of firms in London or other centres to undertake the representation of Canadian food products for the whole of the United Kingdom, and then leave practically uncovered some of the provincial areas. Provincial representation should be arranged where possible, as a local agent has the best opportunity to enlist the interest of the large wholesale houses and chain store organizations in his neighbourhood.

In the majority of cases it is found that Canadian exporters of food products are prepared to spend little or no money on advertising or publicity, and this makes the distribution of their goods in this country extremely difficult, faced as they are with competition by firms whose advertising is nation-wide. A consumer demand must be created before the wholesalers and retailers are prepared to stock new goods or particular brands.

Another point in connection with these exhibitions is the necessity of having a representative on the spot of the firm importing the article, to whom retail inquiries may be referred from those who wish to stock the goods. Too much stress cannot be laid on the value of the free advertising which manufacturers and importers of Canadian food products receive at these exhibitions, but where interest is aroused, immediate action is necessary to see that the goods are not only stocked but in continuous supply. The earnest desire among English people to buy Empire goods is very noticeable.

EXPORT TRADE OF ARGENTINA

In view of the attention which is now being directed to Argentine commercial affairs, particular interest attaches to the course of the export trade of the republic, statistics of which for the first ten months of 1929 have recently been issued by the Argentine Ministry of Finance and summarized by the London office of the Anglo-South American Bank, Limited.

The total value of exports during the period is given at 840,315,369 pesos (gold), as compared with 900,707,135 pesos (gold) in the corresponding months of 1928. Actually the total quantity of goods exported was greater than in 1929, at 14,799,675 tons, against 14,694,882 tons.

The returns issued by the Ministry of Finance show that, in regard to weight, the principal increase in the items of export was in cereals and linseed, which rose from 12,415,912 tons in the first ten months of 1928 to 12,675,396 tons in 1929, an increase of 2.1 per cent, although the aggregate value fell from 554,714,363 pesos (gold) in 1928 to 535,455,534 pesos, a decrease of 3.6 per cent.

A general increase occurred in the quantities of meat of all kinds shipped abroad, the total advancing from 591,338 tons in the first ten months of 1928 to 591,866 tons in the corresponding period of 1929, or 0.1 per cent, but the increase in the total value was proportionately greater.

The export item showing the greatest decline in aggregate value was hides.

The quantity of wool exported increased from 95,780 tons to 102,757 tons, but the total value declined from 61,810,000 pesos (gold) to 56,405,429 pesos. In regard to quebracho logs and extract, a reduction took place in both weight and value.

BRITISH MERCHANDISE MARKS ACT RECOMMENDATIONS

In a report published on January 30 the Merchandise Marks Committee recommend that the British Government shall adopt an Order in Council requiring machinery belting (including conveyor and elevator bands) other than belting of metal, imported into the United Kingdom, to bear an indication of origin at the time of importation. The proposed method of marking is described in the report, a copy of which is on file at the Department of Trade and Commerce, Ottawa.

A draft Order in Council was laid before Parliament on January 29, which, if confirmed, will require imported roofing slates to bear an indication of origin.

Prohibiting the sale or exposure for sale in the United Kingdom of the following imported malt products, unless the container bears an indication of the origin of the goods, is also recommended: malt extract; malt flour; malt extract and cod liver oil; malt extract blended with any other product so that malt extract comprises more than 50 per cent by volume of the whole.

TARIFF CHANGES AND CUSTOMS REGULATIONS

South African-Rhodesian Customs Agreement

With reference to the report in *Commercial Intelligence Journal* No. 1346 (November 16, 1929), page 689, concerning a conference between delegates from the Union of South Africa and the Rhodesias, Mr. C. S. Bissett, Canadian Government Trade Commissioner at Cape Town, cables that a customs agreement between the Union of South Africa and Northern Rhodesia and Southern Rhodesia has been renewed with important changes which will allow full operation of the Rhodesian preferential tariff. The new agreement was to go into effect about the middle of February.

New Egyptian Tariff in Effect

The Department of Trade and Commerce has received telegraphic advice from Alexandria that the new tariff of Egypt was applied on February 17. Particulars regarding this new tariff were published in *Commercial Intelligence Journal* No. 1355 (January 18, 1930).

Higher Duties in Finland on Cereals

Mr. Frederick H. Palmer, Canadian Trade Commissioner at Oslo, writes under date January 28 that the new rates of duty on grain and grain products which came into force in Finland on January 1, 1930, as compared with the old rates, are as follows:—

	Old Rate In Finnish Marks per Kg.	New Rate
Not milled		
Rye, barley, buckwheat and millet	0.50	0.75
Oats	0.15	0.25
Wheat	0.75	1.00
Rice	0.75	1.00
Malt	0.90	1.35
Milled		
Rye meal, not bolted	0.65	0.90
Rye meal, bolted	0.95	1.30
Oatmeal and groats	0.55	0.80
Barley meal, also groats of barley, buckwheat and millet	0.80	1.00
Flour of wheat, not bolted	1.00	1.25
Flour of wheat, bolted	1.20	1.50
Wheat meal	1.20	1.25

The Finnish mark equals 2.52 Canadian cents; kilog. equals 2.2 pounds.

HOUSING SCHEMES IN CHILE

Housing schemes are of primary importance in Chile and there are projects for the erection of 30,000 dwellings for the working classes, writes a correspondent of the *London Times Trade Supplement*. Nearly ready are projects for 2,293 houses, with 6,192 rooms, and others for 1,900 houses, with 5,700 rooms. This work will be begun at once. The work of sanitation in houses to be rented has been extended to all large cities. After visits by inspectors 9,881 were declared "unhealthy" and 1,138 "uninhabitable." In the same way 374 houses have been demolished and 2,236 have been reconstructed to make them sanitary. Street-widening projects on a very big scale are being undertaken at Santiago, and the entire city is being rapidly repaved with concrete and asphalt, many important plans being due to be finished this year. The investment of capital in the purchase of properties in the centre of the city and in the construction of modern reinforced concrete buildings is surprisingly large. The annual net return on such investments is about $7\frac{1}{2}$ -8 per cent. The town of Valparaiso and the adjoining centre of population—Vina del Mar—the Brighton of Chile, are being practically reconstructed, and at Vina del Mar a new modern palace for the President of the Republic will be built this year.

TENDERS INVITED

New Zealand

Copies of specifications have been received from Mr. C. M. Croft, Canadian Trade Commissioner at Auckland, for equipment required by the Public Works Department and the Post and Telegraph Department, Wellington. Tenders should be addressed to the Secretary, Public Works Supplies and Tenders Committee, Wellington, and the Secretary, Post and Telegraph Department, Wellington, in accordance with these specifications:—

Public Works Department.—750 k.v.a. transformers (tenders close May 6); 110 k.v. transformers (tenders close May 13); oil drying and testing apparatus (tenders close April 29).

Post and Telegraph Department.—50 miles wire tinned annealed copper, 1/036 inch, vulcanized india-rubber insulated and braided, twin twisted to specification, and sample (tenders close March 5). 10,000 bolts, arm, double ended, wrought iron, to specification (tenders close March 26). Supply of spare parts for British Post Office dials No. 10, including cams, slipping; terminal plates, shunt springs, steel washers, nickel silver washers, brass bushes, impulse cams, finger stops, governor assemblies, levers, impulse levers, hinge plates, securing rings, bearing screws, impulse springs, main springs, piano wire springs, adjustable stops, spring washers, finger plates, number plates, celluloid covers, label frames, securing rings, instruction cards, brass screws (tenders close March 31).

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING FEBRUARY 17

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending February 17, 1930, with the official bank rate. Quotations for the week ending February 10, 1930, are also given for the sake of comparison.

Country	Unit	Parity	Nominal Quotations in Montreal Week ending Feb. 10	Nominal Quotations in Montreal Week ending Feb. 17	Official Bank Rate
Austria.. . . .	Schilling	.1407	\$.1435	\$.1409	6½
Belgium	Belga	.1390	.1403	.1402	3½
Bulgaria	Lev	.0072	.0073	.0072	10
Czechoslovakia	Krone	.....	.0298	.0298	5
Denmark.. . . .	Krone	.2680	.2695	.2695	5
Finland.. . . .	Markka	.0252	.0253	.0253	7
France.. . . .	Franc	.0392	.0394	.0394	3
Germany	Reichsmark	.2382	.2404	.2403	6
Great Britain	Pound	4.8666	4.8975	4.8940	4½
Greece.. . . .	Drachma	.0130	.0130	.0130	9
Holland.. . . .	Guilder	.4020	.4039	.4036	4
Hungary.. . . .	Pengo	.1749	.1762	.1762	6½
Italy.. . . .	Lira	.0526	.0527	.0526	7
Jugo-Slavia	Dinar	.1930	.0178	.0178	6
Norway.. . . .	Krone	.2680	.2692	.2692	5
Portugal.. . . .	Escudo	1.0805	.0453	.0453	8
Roumania	Leu	.0060	.0060	.0060	9
Spain	Peseta	.....	.1311	.1237	5½
Sweden.. . . .	Krona	.2680	.2702	.2700	4½
Switzerland	Franc	.1930	.1944	.1942	3½
United States	Dollar	1.00	1.0071	1.0068	4
Argentina	Peso (Paper)	.4244	.3827	.3838	—
Brazil.. . . .	Milreis	.1196	.1133	.1120	—
Chile.. . . .	Peso	.1217	.1218	.1218	6
Colombia	Peso	.9733	.9744	.9741	9
Mexico.. . . .	Peso	.4985	.4770	.4808	6-7
Peru.. . . .	Libra	4.8666	4.0186	4.058*	7
Venezuela	Bolivar	.1930	.1938	.1938	—
Uruguay.. . . .	Peso	1.0342	.8938	.8885	—
Cuba.. . . .	Peso	1.0000	.9993	.9993	—
Java	Guilder	.4020	.4038	.4040	5
Shanghai.. . . .	Tael	.....	.4910	.4908	—
India	Ruppee	.3650	.3676	.3675	7
Japan.. . . .	Yen	.4985	.4955	.4958	5.48
Siam.. . . .	Baht (Tical)	.4424	.4557	.4556	—
Straits Settlements.. . . .	Dollar	.5678	.5658	.5656	—
Jamaica	Pound	4.8666	4.8974	4.8908	—
British Guiana	\$				
Barbados.. . . .	\$	1.0000	1.01½	1.01½	1.01½—1.02½
Trinidad.. . . .	\$				
Other British West Indies.. . . .	\$	1.0000	1.01½—1.02½	1.01½—1.02½	—
Martinique	Franc	.0392	.0395	.0394	—
Guadeloupe	Franc	.0392	.0395	.0394	—

*On February 11 the gold sol with par value of 40 cents United States currency replaced the libra as the unit of currency in Peru.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT KINGSTON, BELLEVILLE, PETERBOROUGH, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.); AND THE MARITIME PROVINCES TRADE COMMISSION, TORONTO.

Canadian exporters should, for follow-up purposes, send a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which it emanated.

Foodstuffs

202. **BRANDED FOOD PRODUCTS.**—A firm in Berlin, Germany, are seeking connections with Canadian producers of branded foodstuffs and delicacies who are desirous of doing business with the German market.

203. **MAPLE SUGAR.**—A London firm of confectionery manufacturers ask to be placed in touch with a Canadian exporter of high-quality maple sugar prepared to ship regularly in lots of 2 cwt. at a time.

204. **CANNED FRUITS.**—A Liverpool firm of canned goods agents would be interested in representing a Canadian packer of canned fruits on a commission basis.

205. **CANNED APPLES.**—A firm of brokers in Hamburg, Germany, wish to receive quotations from Canadian exporters of steamed apples in gallon cans, unsweetened, mostly quarters.

206. **EVAPORATED APPLES.**—A Liverpool firm of canned goods agents would be interested in representing a Canadian packer of evaporated apples on a commission basis.

207. **MILD-CURED SALMON.**—A firm of importers and agents in Hamburg wish to do business in mild-cured salmon on a commission basis.

208. **FROZEN EELS.**—A firm of importers and agents in Hamburg, Germany, wish to do business in frozen eels on a commission basis.

209. **DRIED BLOOD.**—A firm of rice and feeding stuffs brokers in Hamburg, Germany, wish to secure the agency of a competent and reliable Canadian exporter of dried blood.

210. **POWDERED BLOOD ALBUMEN.**—A firm of Hamburg importers wish to be put in touch with Canadian exporters of powdered blood albumen.

211. **FISH MEAL.**—A Liverpool firm engaged in the importation of various feeding stuffs wish c.i.f. Liverpool quotations, full particulars, including analysis and samples, of various types of Canadian fish meals.

Miscellaneous

212. **SOFTWOOD MOULDINGS.**—A firm in the North of England making picture frames desire to establish a connection with Canadian exporters of softwood mouldings for further manufacture.

213. **CANOE PADDLES.**—A North of England firm wish quotations on Canadian canoe paddles in sizes 3 feet 6 inches and 4 feet 6 inches in length in lots of 100. Prices required c.i.f. Manchester.

214. **COFFEE MILLS.**—Importer in Rosario, Argentina, wishes to receive quotations on coffee mills with electric motor for grinding coffee. Send complete details to Canadian Trade Commissioner, B. Mitre 430, Buenos Aires.

215. **MEAT SLICERS AND MINCERS.**—Importer in Rosario, Argentina, wishes to receive quotations on meat slicers and meat mincers. Send full details to Canadian Trade Commissioner, B. Mitre 430, Buenos Aires.

216. **AUTOMATIC SCALES.**—Importer in Rosario, Argentina, wishes to receive quotations on automatic scales (no springs) for grocers, bakers, butchers, etc., of 5, 10, and 15 kilos, similar to Toledo. Send full information to Canadian Trade Commissioner, B. Mitre 430, Buenos Aires.

217. **TINNED STEEL MATTRESS WIRE FOR AUSTRALIA.**—A London firm of indent merchants ask to be placed in touch with Canadian manufacturers of tinned steel mattress wire who are able to fill orders for direct shipment to Australia.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Halifax

To LIVERPOOL.—Newfoundland, March 8; Nova Scotia, March 25—both Furness Line; Albertic, Feb. 24; Doric, March 10 and April 7; Arabic, March 24—all White Star Line; Manchester Merchant, Feb. 28; Manchester Producer, March 10; Manchester Hero, March 24; Manchester Citizen, April 7—all Manchester Line; Andania, Cunard Line, March 3 and 31; Airthria, Anchor-Donaldson, March 17.

To LONDON.—Minnewaska, March 17; Napierian, March 31—both White Star Line; Ascania, Feb. 24; Alaunia, March 3 and April 7; Ausonia, March 10—all Cunard Line; Lancastria, Anchor-Donaldson Line, March 24; Valemore, Feb. 24; London Exchange, March 10—both Furness Line.

To MANCHESTER.—Manchester Division, March 8; Manchester Producer, March 10; Manchester Brigade, March 22; Manchester Hero, March 24; Manchester Citizen, April 7—all Manchester Line.

To SOUTHAMPTON.—Megantic, White Star Line, March 15.

To GLASGOW.—Salacia, March 1; Airthria, March 17; Kastalia, March 23—all Anchor-Donaldson.

To GOTHENBURG.—Drottningholm, Feb. 24; Gripsholm, March 24—both Swedish-American Line.

To BREMEN.—Dresden, Furness Line, March 8.

To ST. JOHN'S, Nfld.—Silvia, Feb. 25 and March 11 and 25; Rosalind, March 4 and 18—both Furness-Red Cross Line; Farnorth, Feb. 28 and March 14 and 28 (also calls at North Sydney); Sambro, March 7 and 21 and April 4—both Farquhar SS.; Newfoundland, March 8; Nova Scotia, March 25—both Furness Line; Sollund (also calls at Newfoundland outports), Newfoundland-Canada SS., Feb. 27 and March 14 and 29.

To ST. PIERRE-MIQUELON.—Farnorth, Feb. 28 and March 14 and 28; Fernfield, March 4 and 18 and April 1; Sambro, March 7 and 21 and April 4—all Farquhar SS.; Sollund, Newfoundland-Canada SS. Ltd., Feb. 27 and March 14 and 29.

To SOUTH AMERICAN PORTS.—Canadian Spinner, Canadian National, March 20.

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Lady Drake, March 7; Lady Nelson, March 21; Lady Hawkins, April 4—all Canadian National; a steamer, Feb. 27; Peter Maersk, March 13; Agnete Maersk, March 27—all Ocean Dominion (do not call at Nevis, Montserrat, or Dominica).

To HAMILTON, BERMUDA; NASSAU, BAHAMAS; KINGSTON, JAMAICA; AND BELIZE, BRITISH HONDURAS.—Lady Rodney, March 1 and 29; Cavalier, March 8 and April 5 (does not call at Bermuda or Nassau); Lady Somers, March 15; Cathcart, March 22 (does not call at Bermuda or Nassau)—all Canadian National.

To ST. GEORGE (BERMUDA), PORTO RICO, ST. KITTS, ANTIGUA, GUADELOUPE, MARTINIQUE, BARBADOS, TRINIDAD AND DEMERARA.—Colborne, Feb. 27 (also calls at St. Vincent, Grenada, and Tobago); Cornwallis, March 13; Chomedy, March 27 (also calls at St. Vincent, Grenada, and Tobago)—all Canadian National.

To SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Ottar, March 5 and April 2 (also calls at Montego Bay and other Jamaica outports); Caledonia, March 19—both Pickford & Black.

To BRISBANE, SYDNEY, MELBOURNE, AND ADELAIDE.—Canadian Commander, Feb. 28; Canadian Scottish, March 31—both Canadian National.

To AUCKLAND, WELLINGTON, LYTTELTON, TIMARU, AND DUNEDIN.—Canadian Transporter, Feb. 25; Canadian Conqueror, March 25—both Canadian National.

From St. John

To AVONMOUTH, CARDIFF AND SWANSEA.—Concordia, Anchor-Donaldson Line, March 19

To GLASGOW.—Minnedosa, March 7 and April 5; Melita, March 20—both Canadian Pacific; Salacia, Feb. 28; Airthria, March 14; Kastalia, March 22—all Anchor-Donaldson.

To BELFAST AND DUBLIN.—Carrigan Head, Head Line, March 16 (cargo accepted for Londonderry and Cork).

To LIVERPOOL.—Montrose, Feb. 28; Minnedosa, March 7; Montcalm, March 14; Duchess of York, March 21; Duchess of Atholl, March 28; Duchess of Richmond, April 4—all Canadian Pacific.

To LONDON.—Beaverhill, Feb. 28; Metagama, March 7; Beaverbrae, March 14; Beaverburn, March 21; Beavertale, March 28; Beaverford, April 4—all Canadian Pacific.

To MANCHESTER.—Manchester Division, March 6; Manchester Brigade, March 20; Manchester Commerce, April 3—all Manchester Line.

To SOUTHAMPTON.—Montrose, March 27; Montclare, April 2—both Canadian Pacific.

To ANTWERP.—Metagama, March 7; Montrose, March 27—both Canadian Pacific; Hada County, March 8; Grey County, March 21; Brant County, April 5—all County Line.

To HAMBURG.—Montclare, Canadian Pacific, April 2; Kings County, March 10; Kent County, March 28—both County-Hamburg American Line.

To HAVRE.—Hada County, March 8; Grey County, March 21; Brant County, April 5—all County Line.

To SOUTH FRANCE AND ITALIAN PORTS.—Valprato, Feb. 25; Valfiorita, March 15—both Lloyd Mediterraneo Italian Service.

To ROTTERDAM.—York County, March 3; Laval County, March 17; Labelle County, April 3—all County Line.

To COPENHAGEN AND BALTIC PORTS.—A steamer, Scandinavian-American Line, Feb. 25.

To WEST AND SOUTH AFRICAN PORTS.—Cochrane, Elder Dempster Line, Feb. 25.

To SUEZ, PORT SUDAN, ADEN, MOMBASA (KILINDINI), TANGA, DAR-ES-SALAAM, MADRAS, RANGOON AND CALCUTTA.—City of Perth, Feb. 23; City of Christiania, March 23—both American and Indian SS.

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Lady Drake, Feb. 27; Lady Nelson, March 13; Lady Hawkins, March 27—all Canadian National; Peter Maersk, March 7; Agnete Maersk, March 21; a steamer, April 4—all Ocean Dominion (do not call at Nevis, Montserrat or Dominica).

To ST. PIERRE-MIQUELON AND ST. JOHN'S, Nfld.—Sollund, Newfoundland-Canada SS. Ltd., Feb. 24 and March 26.

From Vancouver

To YOKOHAMA, KOBE, SHANGHAI, HONGKONG AND MANILA.—Empress of Russia (also calls at Honolulu), March 8; Empress of Asia, March 29—both Canadian Pacific.

To YOKOHAMA, KOBE, MIKE AND HONGKONG.—Ixion, March 11; Tyndareus, April 1—both Blue Funnel.

To YOKOHAMA, KOBE, OSAKA AND DAIREN.—London Maru (also calls at Taku), Feb. 28; Paris Maru, April 1—both Osaka Shosen Kaisha.

To YOKOHAMA, KOBE AND SHANGHAI.—Arizona Maru, March 1; Africa Maru, March 7; Alabama Maru, April 3—all Osaka Shosen Kaisha.

To AUCKLAND, WELLINGTON, DUNEDIN AND LYTTELTON.—Golden Cross, Oceanic and Oriental Navigation Co., March 18.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Niagara, March 5; Aorangi, April 2—both Canadian-Australasian Line.

To WELLINGTON, MELBOURNE AND SYDNEY.—Wairuna, Canadian-Australasian Line, Feb. 27.

To PAPEETE, AUCKLAND, MELBOURNE AND SYDNEY.—Waiotapu, Canadian-Australasian Line, March 2.

To SYDNEY AND MELBOURNE.—Pacific Commerce, Australian B.C. Shipping Co., Ltd., about March 15.

To BRISBANE, SYDNEY, NEWCASTLE, MELBOURNE AND ADELAIDE.—Eknaren, March 24; Bullaren, April—both Transatlantic SS. Co., Ltd.

To CAPETOWN, DURBAN AND LOURENCO MARQUES.—West Cusseta, about Feb. 28 (also calls at East London); West Grama, around middle of March (also calls at Algoa Bay)—both B.C. Shipping Agencies Limited.

To MANCHESTER.—Pacific Reliance, March 22; Pacific Shipper, April 5—both Furness (Pacific) Ltd.

To LIVERPOOL, SOUTHAMPTON, LONDON AND ROTTERDAM.—Loch Monar, March 1; Nebraska, March 12; Delftdyk, March 27—all North Pacific Coast Line.

To HAVRE, DUNKIRK, BORDEAUX AND ANTWERP.—Texas, Feb. 26; Wisconsin, Feb. 28; Arkansas, March 11; Washington, March 28; Indiana, April 3—all French Line.

To HAMBURG, BREMEN AND ANTWERP.—Oakland, Feb. 28; San Francisco, March 14; Seattle, April 3—all Hamburg-American Line; Eemdyk, Feb. 28; Grootendyk, March 24—both North Pacific Coast Line (also call at Rotterdam).

To BARCELONA, MARSEILLES, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Leme, March 8; Feltre, April 5—both Navigazione Libera Triestina.

To BAHIA BLANCA, BUENOS AIRES, MONTEVIDEO, ROSARIO AND SANTA FÉ.—Hindanger, March; Taranger, April—both Westfal-Larsen.

To PORT OF SPAIN (TRINIDAD) AND BRIDGETOWN (BARBADOS).—Victoria, Canadian Transport Co. Ltd., about March 12.

To PUERTO COLOMBIA.—Point Fermin, March 6; Point Bonita, March 15; Point Montara, March 24 (also calls at Curacao and Kingston); Point Sur, March 29—all Gulf Pacific Line.

LISTS OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

Copper Bars and Rods Bounty Act.
Electricity and Fluid Exportation Act. Electricity Inspection Act.
Electric Units Act. Gas Inspection Act. Gold and Silver Marking Act.
Grain Act. Hemp Bounty Act. Inland Water Freight Rates Act.
Statistics Act. Weights and Measures Inspection Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents.)
Canada-West Indies Conference (1920). (Price 25 cents.)
Canada-West Indies Conference Report (1925). (Price \$1.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 10 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada \$3.50; single copies, 10 cents.
Czechoslovakia as a Market for Canadian Products (1927). (Price 25 cents.)
Denmark as a Market for Canadian Products (1926). (Price 25 cents.)
French-Canadian Homespun Industry.
Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)
Lumber Market of Japan (1926). (Price 25 cents.)
Markets of British Malaya (1923). (Price 25 cents.)
Markets of Central America (1929). (Price 25 cents.)
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price 25 cents.)
Peru as a Market for Canadian Products (1926). (Price 25 cents.)
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)
Russian Trade (1916). (Price 25 cents.)
Sweden as a Market for Canadian Products (1928). (Price 25 cents.)
Switzerland as a Market (1929). (Price 25 cents.)
Trade of the African Sub-Continent (1928). (Price 25 cents.)
Trade of the New Countries of Southeast Europe (1921). (Price 25 cents.)
Trading Opportunities in Scandinavia (1922). (Price 25 cents.)
Trade Possibilities of the Baltic States (1929). (Price 25 cents.)
Trading with Colombia and Venezuela (1928). (Price 25 cents.)
Trading with Egypt (1921). (Price 25 cents.)
Trading with Greece (1921). (Price 25 cents.)
Trading with Spain (1926). (Price 25 cents.)
West Africa and its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.

Census of Canada.
Census of Prairie Provinces (1916).
Miscellaneous Statistics respecting the following: Criminal: Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones, water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures: Vital (annual and monthly).
Monthly Bulletin of Agricultural Statistics.
Sixty Years of Canadian Progress (1927). (Price 10 cents.)
Year Book of Canada.
Report of the Dominion Statistician, Annual.
Trade of Canada (Imports and Exports), Annual and Monthly.
Trade (Internal), including grain, live stock, coal prices, etc.

COMMERCIAL INTELLIGENCE SERVICE

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, B. Mitre 430, Buenos Aires. *Cable Address, Canadian.* Territory includes Chile and Uruguay.

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

Commercial Agent: B. Millin, The Royal Exchange, Sydney, N.S.W.

Belgium

Jean J. Guay, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.* (Territory includes Roumania, Bulgaria, Hungary.)

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Ed. Da "A Noite," Sala 802, Praca Maua. *Cable Address, Canadian.*

British West Indies

Trinidad: R. T. Young. Address for letters—P.O. Box 125, Port of Spain. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*

Jamaica: F. W. Fraser, P.O. Box 225, Kingston. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, the Bahamas and British Honduras.) *Cable Address, Canadian.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—North China Daily News Building, 17 The Bund, Shanghai. *Cable Address, Canadian.*

Cuba

James Cormack. Address for letters—Apartado 1945. Office Address: Calle Obrapia 35, Havana, Cuba. (Territory includes San Domingo and Porto Rico.) *Cable Address, Canadian.*

France

Hereule Barré, 3 rue Scribe, Paris (9). *Cable Address, Cancomac.* (Territory includes French Colonies in North Africa, Egypt, Palestine, Syria.)

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Canadian.* (Territory covers Germany—except the Rhine Valley—Czechoslovakia, Austria, Poland, Esthonia, Latvia, Lithuania and Soviet Russia.)

Greece

Henri Turcot, 8 Metropole Street, Athens. (Territory includes Turkey.) *Cable Address, Canadian.*

Hongkong

Paul Sykes. Address for letters—P.O. Box 80. Office—Exchange Building, Hongkong. Territory includes South China, the Philippines, and Indo-China. *Cable Address, Canadian.*

India and Ceylon

Richard Grew, P.O. Box 2003, office, 8 Esplanade Mansions, Government Place East, Calcutta. *Cable Address, Canadian.*

Irish Free State

J. H. English, 66 Upper O'Connell street, Dublin. *Cable Address, Canadian.*

Italy

A. B. Muddiman, Via Manzoni Nr. 5—Milan (102). *Cables, Canadian.* Territory includes Spain, Portugal, Gibraltar, Canary Islands, Malta, Italian Colony in Africa, Albania, Jugoslavia, and Cyprus.)

Japan

Tokyo: J. A. Langley, Commercial Secretary. Address for letters, P.O. Box F. 101, Tokyo Central. Office, Imperial Life Assurance Building, Marunouchi, Tokyo. *Cables, Canadian.* Kobe: Acting Trade Commissioner. Address for letters, P.O. Box 230. Office, Chamber of Commerce Bldg., Kobe. *Cables, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. (Territory includes Central American Republics.) *Cable Address, Cancomac.*

Netherlands

J. C. Macgillivray, Beursplein 26B, Rotterdam. (Territory includes the Rhine valley and Switzerland.) *Cable Address, Canadian.*

Netherlands East Indies

G. R. Heasman, P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Yorkshire House, Shortland street, Auckland. *Cable Address, Canadian.*

Norway

F. H. Palmer, Jernbanetorvet 4, Oslo. (Territory includes Scandinavian countries and Finland.) *Cable Address, Canadian.*

Panama

J. A. Strong, P.O. Box No. 222, Panama City. (Territory includes Venezuela and Colombia.) *Cable Address, Canadian.*

Peru

G. R. Stevens, Casilla 1212, Lima. Office, Calle Ccca, 478. (Territory includes Bolivia and Ecuador.) *Cable Address, Canadian.*

South Africa

C. S. Bissett, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

London: Harrison Watson, Canadian Building, Trafalgar Square, S.W. 1, England. *Cable Address, Sleighing, London.*

London: J. Forsyth Smith, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C. 2. *Cable Address, Canfrucum.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany and Spain.)

Liverpool: Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street. *Cable Address, Canadian.*

Bristol: Douglas S. Cole, Sun Building, Clare street. *Cable Address, Canadian.*

Glasgow: Gordon B. Johnson, 200 St. Vincent Street, Scotland. *Cable Address, Cantracom.*

United States

New York City: Frederic Hudd, 44 Whitehall street. *Cable Address, Cantracom.*

Chicago: R. S. O'Meara, Willoughby Tower, 8 S Michigan Avenue. *Cable Address, Canadian.*

NOTE.—Bentley's Second Phrase Code is used by Canadian Trade Commissioners.

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Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. James Malcolm, M.P.

Deputy Minister: F. C. T. O'Hara

Director, Commercial Intelligence Service: C. H. Payne

Published in English and French. Subscription Price for either edition: \$1 per annum in Canada single copies 5 cents each; \$3.50 outside the Dominion (single copies 10 cents each). Remittances, which may be made by Post Office or Express Orders, or Drafts, or Cheques, payable at par in Ottawa, should be addressed to the King's Printer, Government Printing Bureau, Ottawa.

Vol. XLII

Ottawa, March 1, 1930

No. 1361

TABLE OF CONTENTS

	Page		Page
"Empire Tariff Preferences on Canadian goods"	313	Trade of Norway in 1929	
Advertising in Brazil.....	314	I. Exports	330
Summary of the Trade of Canada:		Letter Postage Rate to South and	
January	320	Central America	333
Conditions in Scotland in 1929.....	321	Packing for Gross Weight Duty As-	
North of England Business Conditions	322	sessments	334
Dehydrated Vegetables in West of		Mexican Invoice Requirements.....	335
England	323	Tariff Changes, etc.:	
Fish Industry of Australia.....	324	New South African Regulations	
Indian Stores Department Revised		Affecting Flour	335
Rules	326	New Turkish Customs Tariff.....	336
International Congress of Chocolate		Portuguese Wheat Importation....	340
and Cocoa Manufacturers at Ant-		Trade Inquiries	340
werp, 1930	327	Foreign Exchange Quotations.....	341
German Economic Notes.....	328	Sailings from Canadian Ports.....	342
Greek Market for Automobile Bat-		Commercial Intelligence Service.....	344
teries	329		

"EMPIRE TARIFF PREFERENCES ON CANADIAN GOODS"

The series of articles on "Empire Tariff Preferences on Canadian Goods" by Mr. William Gilchrist, Chief, Foreign Tariffs Division, recently published in the *Commercial Intelligence Journal*, has been issued as a pamphlet.

In this pamphlet, which extends to 34 pages, the Empire preferences accorded to the Dominion are treated under the names of the various parts of the British Empire where these preferences are given. In an introductory chapter, the development of the Canadian preferential system—out of which arose the present customs concessions to other members of the Empire—is briefly sketched, and, in an appendix, the Canadian reciprocal arrangements with foreign countries are included.

A copy of this pamphlet may be obtained free of charge by subscribers to the *Commercial Intelligence Journal* upon application to the Department of Trade and Commerce, Ottawa; to other than subscribers to the *Commercial Intelligence Journal*, the price is 25 cents.

ADVERTISING IN BRAZIL

A. S. BLEAKNEY, CANADIAN TRADE COMMISSIONER

Rio de Janeiro, February 4, 1930.—One of the means by which Canadian firms can obtain better results in Brazil is the adoption of a more aggressive policy in regard to advertising. Canada is a comparative newcomer in this market, where the merchandise of Europe is well entrenched, and there is a tendency to neglect advertising as a sales aid. Canadian conservatism in this important matter is probably due to a lack of knowledge of advertising conditions in this country. United States goods are also new to this market, but the Americans are making excellent use of advertising to improve their position.

While owing to a temporary business depression in Brazil, which is quite severe at the moment, it is not desirable at present to launch an advertising campaign, this lull may be taken advantage of to study the subject. If Canadian firms wish to make any real impression on this market they must advertise. However, money can be easily thrown away in advertising here as well as in Canada, and even greater care requires to be exercised in this market.

CONSERVATIVE MARKET

Brazil is a conservative market for standard articles and difficult to break into, but customers once they are acquired stay with the product, and they are interested in anything new which can be sold. In the case of many foreign products for which there is no Brazilian equivalent, the trade name of the first article of the kind to be introduced is very often adopted. For example: "Frigidaire," "Victrola," "Kodak," "Royal Powder," "Molho Inglez" (Worcester sauce). Such products once established are difficult to compete against without good publicity.

ADVERTISING IN ITS INFANCY

Advertising is, however, not yet well developed in Brazil: the majority of native firms do not believe that they get results from it and therefore are not inclined to spend money for the purpose. The failure to obtain results is generally due to poor methods, although it must be admitted that the public is not so receptive to advertising as that of Canada or the United States.

In North America interest in advertising has been quickened by the quality of the advertisements, by frequent changes and by novel methods. Advertisements are a subject of general discussion, and some of the slogans have passed into the language. While in Canada the advertisements in a newspaper may be read first and the news later, here the advertisements are often not read. The public in Brazil is not yet fully advertising-conscious, but interest is rapidly increasing principally through American efforts and the adoption of American methods.

CANADIAN ADVERTISING METHODS SUITABLE

Generally speaking, it is an axiom in export trade to give the market what it asks for, but in the case of advertising, with certain slight modifications, the Canadian and American style of newspaper advertising is being adopted by the principal foreign as well as by the best Brazilian firms. Types of American advertisements published in Brazil are on file at the Department of Trade and Commerce, Ottawa.

ILLITERACY AND LOW PER CAPITA PURCHASING POWER

An essential difference between the buying public in Brazil and that of the Dominion is the high percentage of the population who cannot read (about 80 per cent) and the low per capita purchasing power. An estimate by the

United States Department of Commerce places the per capita purchasing power of Brazil at \$7.30 as against a base of \$100 for the American. Independent investigations by this office confirm this ratio as approximately correct. In Brazil advertising for most Canadian products will be largely addressed to 10 per cent of the population. Most Canadian products selling to the individual are, owing to quality and to high duties, in the class of luxuries. Even canned salmon pinks, which are a working man's food in Belgium, are, owing to high duties, in the luxury class in Brazil, and this applies to practically all canned goods. Codfish and flour, on the other hand, are sold universally, and here the advertising should reach all classes.

ADVERTISING THE TRADE MARK

Owing to the high degree of illiteracy in Brazil, the trade mark is of great importance. Nearly all cotton goods sold up country are marked with a trade mark, usually an animal used as a symbol in the Brazilian lotteries. People who cannot read purchase cotton stamped with this familiar animal. Hardware such as hoes, etc., is stamped with alligators or parrots, and is asked for by these names. To advertise such goods, all that is required is an illustration of the product showing the animal trade mark on the article. This is particularly true of sales in the interior.

DAILY NEWSPAPERS

In discussing advertising in Canada—where a large reading public and the use of colour on smooth paper has given a great impulse to attractive advertising—one thinks first of the daily newspapers and also, perhaps, of the weeklies of large circulation. In Brazil, while there are several newspapers which are quite attractive in appearance, the circulation figures are relatively very small. This is due to the limited number of possible readers, long distances between cities, and inadequate newsboy and mail delivery facilities. The majority of newspapers are bought at corner stands, or delivered through the mails, which are much delayed. Moreover, the newspapers that are characterized by a fine appearance are often of small circulation. To obtain anything like national coverage would involve a great deal of duplication, detail work, and correspondence. Fortunately, the principal markets of Brazil are centred in Rio de Janeiro and São Paulo, and most firms launching a new product begin in these two centres, extending their advertising and sales efforts at a later period.

CIRCULATION

With regard to newspaper advertising, one of the difficulties is the lack of any system of certifying circulation: the claims made by newspapers in such a matter in any country do not inspire the same confidence as certified figures. A list of the principal dailies in Rio de Janeiro and São Paulo is on file at the Department of Trade and Commerce, Ottawa, together with sample copies and information on circulation, class of readers, and advertising price lists. This list is available for loan to interested Canadian firms, who are thus enabled to note the names of firms advertising in these dailies and to judge of the value of such advertising from the supplementary data furnished.

LOCATION

Many papers segregate a large portion of their advertising; rates are 50 per cent lower in this part of the paper. A leading São Paulo journal, one of the best in Brazil, divides its paper into two parts—the news section and the commercial section. In the latter only news regarding private interests is published: rates in the second section are about half those of the first. Some four-page papers devote the two inside pages to advertising almost exclusively, and

have only a few advertisements scattered throughout the news section. Great care requires to be taken in checking up on position, as the segregated section is of little value unless the matter is classified as in the case of shipping news.

PLACING ADVERTISEMENTS

Commission agents who receive from 15 to 25 per cent of the price of the advertisements they secure, are employed by each newspaper. They take the risk of non-payments. Competition sometimes results in commission-cutting and splitting. Too often the local firm treats the advertising matter supplied to it as something quite secondary, and the display is left to the compositor, with poor results, as the type available is not good and the interest is lacking. The attitude of the average firm towards advertising has been that it should be cheap: as a rule, the best rate-cutter gets the most business. A number of so-called advertising agencies are in this class. Recently, however, a well-known Canadian advertising agency has been put in touch with an American company which has established offices here. (The address is on file at the Department of Trade and Commerce, Ottawa.)

Lacking a contact with a suitable agency, the advertising can be done through the selling agent, and a program should be drawn up in collaboration between the exporter and his agent. A suitable system of control may be worked out, and the information in this report should be useful in checking up on expenditure. Vouchers, price lists, and the pages of the publications utilized showing dates should be furnished by the agent.

TRADE JOURNALS AND MAGAZINES

In Rio there are twelve well-known weekly magazines, of which six have a fair circulation. Most of these are of a general nature and are published on smooth paper with illustrations. A few of the best can be utilized, but as each circulates to a particular clientèle they must be selected according to the product. Certain of them are useful for advertising pharmaceuticals, tooth pastes, face creams, and beauty aids, and also—but to a lesser degree—labour-saving devices, household articles, and products like gramophones, kodaks, and iceless refrigerators, etc. As a rule their circulation is small and localized, but each copy is doubtless read by a number of people. Many of them are found in the waiting rooms of doctors, dentists, and barbers. There are ten fortnightlies, but these are all technical or trade journals, which with a few exceptions are not much utilized for advertising. There are seven weeklies published in English, but these are of small circulation. There are sixty-six monthly journals: all but a few of each class can be neglected. A list of trade journals and magazines with estimated circulation is filed at the Department at Ottawa, together with sample copies of the best of each class.

STREET CAR ADVERTISING

This form of advertising is well organized in Brazil, and the company holding the concession does business on American lines.

This advertising agency claims in its prospectus that the street cars of Rio and São Paulo carry 90 to 95 per cent of all the passengers carried in private or public vehicles, and this seems probable. The agency also states that "the street cars of the companies having contracts with us in Bahia, Rio de Janeiro, and São Paulo transported in 1925 with 1,740 cars approximately in traffic 581,294,283 passengers or 334,000 passengers each annually." Many testimonials from prominent foreign companies attest the effectiveness of this mode of advertising, and the reliability of the agency in carrying out contracts.

The cars in use are, of course, the open type in Rio. The lateral space for advertising is rather high and at the side of the passengers: still it is fairly conspicuous. Space on these side panels cost \$60 per 100 cars per month. The

space is 34 $\frac{3}{4}$ by 50 centimetres. Other space varies according to advantage of location. There is a 20 per cent discount on these prices if notice is given beforehand of space required. In trailers prices are 50 per cent lower.

In considering these circulation figures, it should be noted that many of the above passengers are carried second-class: they see no advertising. The value of the publicity depends largely on the routing of the cars. On the long trips the advertisement will secure much more attention than on the short runs. As a general rule the people having a purchasing power comparable to the North American average do not travel in the street cars, but use buses or automobiles.

This street car advertising is valuable for the sale of products having a low price and within the reach of all. Advertisements, however, on the front or rear platforms which are conspicuous from the street, with space 45 by 70 cm., available at \$480 (less 20 per cent) per 1,000 cars per day, have a very wide appeal, but are expensive. Departmental stores, "Fly Tox" agents, real estate firms, tobacco manufacturers, breweries, pharmaceutical houses, silk stocking manufacturers, dye manufacturers, automobile dealers (platform), cod liver oil agency, flour mills, and "Lipton's tea" agents (platform), are among these advertisers.

Catalogues showing photographs of arrangement of street cars and price lists are on file at the Department of Trade and Commerce, Ottawa.

SIGNBOARDS

These are utilized, but not to any great extent. Outside the cities there is an absence of good roads, so that there is not a great deal of automobile traffic. The road between Rio and São Paulo is not yet surfaced, and in the rainy season is impassable. Possibly the best locations for signboards outside the cities of São Paulo and Rio are the São Paulo-Santos road and the Rio-Petropolis road. These are good surfaced roads with heavy traffic, and the distance in both cases is about seventy miles. Signboards are numerous along the railways at the entrances to Rio and São Paulo. In the city of Rio signboards are utilized, but not to any great extent because there are few vacant lots in the city proper. They are, however, seen on reconstruction jobs, but the narrow streets render them ineffective. The Federal District authorities are proud of the beauty of the city, and signboards are heavily taxed. Among certain sections on the borders of the city space is available for signs finished in coloured tiles, but only in a few cases is this close enough to the traffic to be very effective. Electric signs in Rio have recently greatly increased, both the lamp-lit and the Neon signs. The agency for Neon signs advertises that fifty-three firms are so far using these signs in Rio, but the great majority of cases these are used to show the names of firms only rather than to advertise products. In Brazil 150 of these signs are operating. (Illustrations of typical signs used in Brazil are on file at the Department of Trade and Commerce, Ottawa.) In São Paulo signboards and electric signs are used much more than in Rio, but the electric sign preponderates. The illuminated sign in the large cities of Brazil is, it is felt, an effective form of advertisement, although necessarily limited in its appeal by restricted composition. It is more suitable for keeping a known product before the public than for introductory purposes.

Along the main streets of the principal cities in Brazil trees are usually planted at intervals 30 feet apart. These are protected by grills, usually triangular, with sides 18 inches by 2 feet in colours; but owing to uniformity in size and to permanence of location these do not attract attention.

Most of the moving picture houses have curtains showing advertisements which are lowered between each show. The principal moving pictures have five sessions a day; in the suburbs there are only evening shows. These are usually five to ten minutes late in starting, and as practically everybody in Brazil goes

to the cinemas, it is felt that this is a very effective form of advertising, as even the illiterate can appreciate pictures of the product and remember the trade mark.

EXHIBITIONS AND WINDOW DISPLAYS

There are occasional exhibitions in Rio and other Brazilian cities, but there are no big international or national events of this kind. The sample fair at Rio, which has been held for the last two years, has been limited to Brazilian products, and it is not yet felt to be an unqualified success. It is planned later to make it international and, in that event, it should assume more importance. There are a number of trade exhibitions organized by various trades, such as of radio apparatus and road-making machinery, which have been well patronized, but they are of very short duration, and they are chiefly useful as a means of securing agents.

One of the best forms of advertising in Brazil is a window display on a prominent street, but this is very difficult to secure. With few exceptions, the arrangement of windows does not lend itself to this form of advertisement. The idea seems to be to get as much as possible in the window. There are exceptions, however; a neat display of American grinding wheels on the main street of Rio, backed by attractive display cards, is one of these. A recently organized hardware magazine, with American collaboration, has done much to advance American retail methods amongst Brazilian hardware dealers. If advertising models can be supplied with a novelty effect and movement, it will be easier to secure space. The Brazilian public is intensely novelty-loving. Small moving models of large products, being novelties, quickly attract a crowd. A model of the new German Do. X plane shown in the rotunda of a leading newspaper edifice drew large crowds and advertised the Condor aeroplane service here. The difficulty is to induce the dealer to feature a product. The value of street displays is fully recognized by wholesalers. One German firm has a whole half block on the main street of Rio where samples of the entire stock are shown. The majority of wholesalers have ground floor showrooms.

DUTY ON ADVERTISING MATERIAL

Display cards and dealers' helps are valuable in this connection. They should not be prepared in English. If sent from Canada, it is best to supply the illustrations printed on thin paper to be backed and lettered locally, as the duty is based on the weight. The high import duty on printed matter, catalogues, etc., and the difficulty of securing translations in Canada suitable for Brazil, makes it impracticable to supply this material complete from Canada. *Advertising matter should not be included with shipments of merchandise or fines will be incurred*, unless especially mentioned on the invoice. The postal authorities permit certain classes of printed matter to go through the mails free up to 4 pounds 6 ounces, including unbound books and catalogues when in one colour only, without illustrations. It is suggested that these be sent as "registered printed matter."

Advertising Matter for Commercial Sale.—The duties on printed, lithographed, or engraved articles, including labels, placards, catalogues and prospectuses, calendars, showcards and other similar goods in one colour, when imported in commercial quantities are approximately 6½ milreis per pound. (The milreis at present is fluctuating between 11 and 12 cents; the daily value is shown in the commercial section of the principal Canadian dailies.) When two or more colours are used the duty works out at roughly 10 milreis per pound. These duties are for material for sale. They are subject to a reduction of 30 per cent in the case of unbound printed matter gummed on cardboard.

Advertising Matter for Free Distribution.—There is, however, a special provision for catalogues, prospectuses, posters and the like in whatever colour or colours *printed*, destined solely to advertise the products of foreign industries and imported for free distribution. These are liable to the duties on printed

books, which are reasonable, i.e., approximately $\frac{1}{4}$ milreis per pound. This only refers to printed matter. If there are illustrations, the material is charged the duty on "prints, drawings and photographs for posters, advertisements, toys and the like," i.e. 5 milreis per pound. When gummed on cardboard for advertising purposes there is a 30 per cent reduction on this duty.

Generally speaking, when advertising assumes considerable proportions, posters and display cards can better be prepared in Brazil. The very finest printing in colours cannot be done here, but nevertheless some good work is undertaken, especially in São Paulo. Drawings should be supplied from Canada.

In the initial stages it appears advisable to supply advertising material without wording from Canada, to be lettered in Portuguese here. For shipments under £10 in value no consular invoice is required.

DIRECT CANVASSING AND MAILING LISTS

For material which is sold to factories or to merchants for their own use, where the number of customers is limited it is felt that the best method is to mail advertising material direct to customers: this applies to machinery and raw material for industry. Where complete catalogues are available in Portuguese, or even in French or English, these are better than a number of isolated pamphlets which get mislaid, whereas the complete catalogue with pocket for supplementary sheets is readily available at all times. While importers and commission merchants do not usually keep catalogues outside of those of their principals or suppliers, factory executives and railroad purchasing agents usually file catalogues carefully for reference. If successive folders are sent direct, it is a good plan to supply a good-quality binder for these with the first folder, otherwise much of the effect is lost.

CALENDARS

An increasing number of firms in Brazil send out calendars at Christmas, but they are seldom used to advertise individual products. Several firms in Canada supply pictures for calendars, which could be shipped here and mounted in Brazil. It is felt that these would be valuable for advertising specialty food products. As these pictures are attractive to Brazilians, they will usually be hung up in the kitchen and the picture of the product shown will be a constant reminder of the article to the housewife or cook.

These calendars, together with distribution of small samples to customers of selected shops in collaboration with the shopkeeper, is a valuable means of entering the market with a new product. The issuance of small pamphlets giving recipes to be used with the product has been a successful means of propaganda by the proprietors of one particularly well-established foreign food product here.

HOUSE-TO-HOUSE SELLING

This method, which seems to be growing in favour in the United States (at least on the part of the manufacturers), is not in very good repute here. Of course milk, groceries, poultry, eggs, vegetables, and bread are delivered on regular routes. There are also peddlers selling brooms and brushes, cheap clothing on instalments, lace, etc., but there is no general sale of household necessities by this method. Such products so sold are usually considered as of very inferior quality. One importer in a small way has had quite a success selling oilcloth table covers by this method, but, speaking generally, it appears to be undesirable in Brazil. The household canvass, aided by calendars, pamphlets in Portuguese, and samples as a means of inducing the dealer to stock goods, seems to be much better policy.

Prospective advertisers will be better able to visualize the situation by reference to the supplement and samples of newspapers and magazines which are attached to this report. One copy only is available at the Department of Trade and Commerce, Ottawa, for loaning purposes, but further sets will be supplied to interested firms by this office on request, at cost.

SUMMARY OF THE TRADE OF CANADA: MONTH, TEN MONTHS, AND TWELVE MONTHS ENDING JANUARY 1930

(Compiled by External Trade Branch, Dominion Bureau of Statistics)

Main Groups	Month of January, 1930			Ten Months ending January, 1930			Twelve Months ending January, 1930		
	Total Imports	From United Kingdom	From United States	Total Imports	From United Kingdom	From United States	Total Imports	From United Kingdom	From United States
	\$	\$	\$	\$	\$	\$	\$	\$	\$
<i>Imports for Consumption</i>									
Agricultural and Vegetable Products.....	14,502,490	3,571,693	6,426,463	193,037,682	43,698,907	82,494,270	230,998,316	51,865,832	101,787,412
Animals and Animal Products.....	6,660,177	294,037	2,672,725	54,057,183	4,639,386	30,194,313	69,333,517	5,439,244	38,675,233
Fibres, Textiles and Textile Products.....	15,251,124	5,470,140	3,927,119	153,499,594	56,591,990	93,065,970	194,471,402	70,763,571	6,660,969
Wood, Wood Products and Paper.....	4,066,279	3,220,512	3,339,019	51,511,456	4,557,029	43,461,484	62,245,385	5,233,492	55,013,726
Iron and its Products.....	18,436,742	1,230,386	16,527,442	266,446,732	18,781,357	238,065,268	337,322,924	22,164,868	304,348,314
Non-Ferrous Metals and their Products.....	5,680,803	620,734	4,729,550	75,111,955	6,274,434	62,712,118	90,492,759	17,270,451	76,348,388
Non-Metallic Minerals and their Products.....	13,283,988	686,908	11,297,671	162,784,780	11,906,824	22,477,166	187,309,107	13,175,722	170,466,814
Chemicals and Allied Products.....	2,539,715	275,716	1,736,469	33,911,514	4,778,729	22,532,040	40,539,776	5,483,663	27,399,847
Miscellaneous Commodities.....	4,211,667	606,821	3,093,798	63,964,999	9,557,830	45,829,771	74,283,232	11,022,341	53,365,673
Total Imports, 1930.....	84,662,377	13,085,947	55,950,256	1,054,325,895	160,786,516	713,823,006	1,286,696,768	192,419,184	882,218,476
1929.....	96,958,301	15,442,831	67,341,085	1,033,308,218	162,408,713	699,619,759	1,239,769,800	193,472,242	840,286,917
1928.....	79,506,417	12,727,325	52,706,717	902,494,884	155,372,295	578,229,112	1,087,816,715	183,069,891	769,746,389
<i>Exports (Canadian Produce)</i>									
Agricultural and Vegetable Products.....	18,099,303	7,333,771	3,224,671	337,667,859	168,876,652	42,620,757	410,689,886	189,646,171	50,073,174
Animals and Animal Products.....	8,728,761	2,351,172	4,212,925	116,840,155	36,289,169	58,964,612	137,242,927	40,950,667	71,515,295
Fibres, Textiles and Textile Products.....	624,923	30,994	224,141	8,037,552	852,586	3,603,862	9,285,388	21,178,943	4,160,431
Wood, Wood Products and Paper.....	22,010,858	680,668	18,599,136	244,816,302	18,760,616	201,553,866	292,738,734	87,044,323	12,916,223
Iron and its Products.....	4,133,385	462,091	697,845	67,552,895	5,800,725	9,897,272	87,044,323	17,768,246	12,916,223
Non-Ferrous Metals and their Products.....	14,752,442	1,946,003	9,178,474	129,131,713	12,245,691	84,128,522	132,664,302	15,473,455	98,321,453
Non-Metallic Minerals and their Products.....	1,949,707	156,216	1,231,532	24,961,494	1,636,455	16,302,983	29,363,709	2,044,055	19,521,353
Chemicals and Allied Products.....	2,095,858	345,805	1,366,986	18,116,859	4,179,511	9,637,657	22,138,803	4,808,640	19,521,353
Miscellaneous Commodities.....	1,112,090	67,715	777,647	16,848,339	2,267,997	11,440,572	19,667,711	2,785,508	13,156,447
Totals, 1930.....	73,507,327	13,374,435	39,513,357	963,973,168	250,890,402	438,170,103	1,160,995,783	285,331,948	522,948,588
1929.....	84,923,857	18,431,500	39,152,326	1,166,687,057	395,257,959	416,835,258	1,362,226,817	445,084,246	490,768,105
1928.....	82,564,479	19,536,417	34,350,518	1,032,809,583	360,935,055	396,212,938	1,262,948,297	407,386,946	474,161,721
<i>Exports (Foreign Produce)</i>									
Totals, 1930.....	1,861,362	113,792	1,585,591	21,122,762	1,142,747	18,514,275	25,433,095	1,484,980	22,210,354
1929.....	2,354,384	147,501	2,043,391	20,876,070	1,588,223	17,938,863	24,869,914	1,819,831	21,501,825
1928.....	1,863,264	66,542	1,700,227	18,254,847	1,840,353	15,097,911	21,137,006	1,983,803	17,622,580
<i>Excess of Imports (i) or All Exports (e)</i>									
1930.....	(i) 9,293,688	(e) 402,280	(i) 14,851,308	(i) 66,229,965	(e) 91,246,633	(i) 257,138,628	(i) 100,267,800	(e) 94,307,744	(i) 327,058,534
1929.....	(e) 319,940	(e) 3,136,170	(i) 26,145,368	(e) 154,254,909	(e) 234,467,449	(i) 206,825,236	(e) 147,326,931	(e) 253,301,835	(i) 322,018,987
1928.....	(e) 4,921,326	(e) 6,875,634	(i) 16,654,972	(e) 148,566,546	(e) 207,403,143	(i) 166,918,263	(e) 156,266,588	(e) 226,270,458	(i) 213,964,088

CONDITIONS IN SCOTLAND IN 1929

G. B. JOHNSON, CANADIAN TRADE COMMISSIONER

Glasgow, January 31, 1930.—Each year at this time for some years back has witnessed the general expression of the business community that the following twelve months would see the country, if not on the crest of the wave, mounting rapidly to that position. The end of each year has brought only moderate satisfaction, if not disappointment. It is true that progressive if slow improvement has been made in the heavy industries in the West of Scotland during this period, but the yearly forecasts of returning prosperity have never fully materialized.

SHIPBUILDING

This leading industry in the West of Scotland is one that, so far as activity is concerned, has again given an excellent account of itself. The year was one of steadily increasing work under construction and steadily decreasing unemployment of shipyard workers, and the output was quite up to the average of the pre-war decade, which was the peak period of Clyde shipbuilding. During the year the great total of 234 vessels of over 565,000 tons, or nearly five vessels a week, were launched from Clyde yards. The troubles of this industry are not industrial but economic, as it seems that contracts were general at prices which left little or no profit to the shipbuilding firms. As usual, the Clyde easily led all other British shipbuilding districts, and in fact its output in vessels was more than three times that of its closest rival. The lead of Great Britain over all other countries remains enormously long. Her production was 1,107 vessels of 1,623,000 tons, a gain over the previous year of 168 vessels and 47,000 tons. Holland was in second place with 644 vessels of 405,000 tons.

STEEL

The steel works had a good normal year as regards output, but it is stated at unremunerative prices. The gratifying feature of the iron and steel trade of the whole country is the fact that the 1929 exports were the highest since the war in point of tonnage, although not quite on the 1913 level. The output of the British mills was also the highest in any year since the war.

COAL

There are encouraging features in the Scottish coal trade. There has been a marked increase in the total quantity exported, old markets have been recaptured, and fresh ground broken in other directions. Despite the competition of oil and water-power, the world's consumption of coal is increasing. Exports from Scotland in 1929 were 16 per cent greater than those for the previous year, and those from the pits of the whole country exceeded the combined exports of Germany, the United States, and Poland. The Coal Mines Bill of the present Government, which passed its second reading a few weeks ago by a narrow majority, has caused considerable perturbation among colliery owners and consumers at home, but comprehensive amendments are likely to be introduced when the Bill reaches the committee stage.

ENGINES AND MACHINERY

The locomotive industry of the West of Scotland has ended another year of poor trade, and prospects are not particularly bright. There is a diminished world demand. Doubtless the competition of road transport has much to do with this condition which prevails in many countries.

The British makers of agricultural machinery are passing through a period of very lean trade. This condition is accounted for by the continued and almost unprecedented depression in arable farming. For the same reason the demand for harvesting implements such as mowers, binders, and horse rakes was also poor. On the other hand, the demand for oil and gasolene engines was good.

Exports of jute machinery to various parts of the world have been good, although the makers would doubtless like to do more business in their own city of Dundee, of which the jute industry is the backbone. The possibility of the United States placing a much higher tariff on jute goods has contributed to the hesitation of Dundee jute manufacturers in ordering machinery replacements.

The production of marine engines and machinery has been on a large scale, as might naturally be expected in view of the large output of new ships.

The increased use of pulverized fuel is also to be noted.

TEXTILES

In common with the textile trades almost everywhere, the Scottish woollen business in 1929 was very unsatisfactory. Various causes are ascribed, such as uncertainty as to raw wool prices, the diversion of buying power to luxuries such as wireless sets, motor cars, etc., and hand-to-mouth buying.

In the jute trade also the year just past was poor, the most unprofitable for a long period. With the exception of the handkerchief and cambric trade, the returns of which constituted a record, the linen industry was only moderately busy.

ECONOMIC CONDITIONS IN THE NORTH OF ENGLAND

HARRY A. SCOTT, CANADIAN TRADE COMMISSIONER

Liverpool, February 3, 1930.—Several new orders have been placed with the Northeast Coast shipyards during the past month, including six oil-carrying vessels, representing approximately 60,000 tons. Marine engineering works on the Northeast Coast were also fairly well employed.

January was another satisfactory month in the export coal trade of Durham and Northumberland. Although new business has not been so freely offering during recent weeks, current shipments show considerable expansion compared with a year ago, and apart from the uncertain position of this industry pending the outcome of legislation now before Parliament, the immediate outlook is reasonably encouraging. The total exports of coal and coke from Northeast Coast ports during 1929 (excluding coastwise shipments), according to figures recently available, show an increase of approximately 3,100,000 tons over 1928. The Yorkshire coal trade continues to show improvement.

The aggregate tonnage output of iron and steel among the Northeast Coast firms continued heavy during January, and several branches have work on hand that will keep them busy for some time to come. In the manufacturing departments those turning out shipbuilding, bridgebuilding, and railway construction materials have lately been the best employed. Reports from the Sheffield area indicate slack conditions among open-hearth steel furnaces. Keen competition is reported in alloy and tool steels. The hand tool trades of Sheffield, however, have been fairly busy.

Machine tool makers have been busy, and some firms have had difficulty in keeping up with orders. Electrical engineers have also been well employed. Textile machinists continue to obtain business from overseas, which helps to make up for the poor domestic demand. Several important engineering contracts were placed during the past month with North of England firms, including an electrolytic hydrogen plant for British Columbia, and a large order for locomotives and cables for Argentine railways.

A recent announcement in the press reported the Government's approval of grants for a scheme for carrying out important improvements to the Mersey Docks system at Liverpool, and also for certain road schemes in this vicinity involving a total expenditure of £3,000,000.

Practically all departments of the Bradford wool textile industry are quiet, owing in part to the usual seasonal lull. Orders are being held back in view of the apparent instability of wool prices and general uncertainty over the raw material situation. At some mills work is only being carried out on a four-day week schedule.

The majority of the spinners of yarn in the Lancashire cotton industry have continued to produce more than they can profitably sell and curtailment of production has again been under discussion. In regard to cloth, while there has lately been a fair inquiry from overseas markets, business has been again disappointing. Generally speaking, the cotton trade seems to have passed through as bad a month as at almost any time during the long depression. Meanwhile several banking and other interests continue to express confidence in the ultimate success of the efforts being made to reorganize the industry, as evidenced in the activities of the Lancashire Cotton Corporation.

On the whole, trade in the Potteries district is fair. Although unemployment is high, this is said to be largely due to seasonal trade fluctuations. Inquiries from overseas markets are encouraging, particularly in general earthenware and sanitary ware, and the prospects are considered brighter than a year ago.

DEHYDRATED VEGETABLES IN THE WEST OF ENGLAND

DOUGLAS S. COLE, CANADIAN TRADE COMMISSIONER

Bristol, January 30, 1930.—Inquiries have been made in the West of England as to the sales possibilities for Canadian dehydrated vegetables. By a coincidence, one firm received a similar inquiry from Australian exporters on the same day, and it was therefore possible to make an immediate comparison of the two sources of supply.

The consensus of opinion is that the prospects for doing business in dehydrated vegetables in the West of England are remote.

Canadian dehydrated onions were offered at 12s. 3d. (\$2.98, exchange at par) per dozen tins c.i.f. Bristol. These are packed in cases of 24 No. 2½ size, each containing 8 ounces, equivalent to 7 pounds of fresh vegetables. On the above basis, the single tin would cost 1s. 0½d. (25 cents), and by the time it reached the housewife the cost would be 1s. 4d. (32 cents) for the equivalent of 7 pounds of fresh onions.

Dutch onions (fresh) are being sold to-day at 3s. (73 cents) per cwt. (112 pounds), and it is expected that this price will slump in the near future. This is something less than a half penny per pound. These could be sold to the housewife at a penny per pound and show a good profit.

The West of England is largely agricultural, and even in the cities green or fresh vegetable distribution is so adequate that there are only remote possibilities for the sale of preserved vegetables.

Australian varieties of dehydrated vegetables include carrots, onions, parsnips and mixed vegetables, in addition to turnips and leeks. They are being offered in 1-lb. tins with tight removable covers at 3s. per pound (73 cents) f.o.b. Melbourne, cases extra. Compressed mixed vegetables from Australia are packed in cases of 56 tins.

A comparison of the samples from Canada and Australia, made by the firm already referred to, shows that the Canadian are superior and that Canadian

onions have the pungent, natural onion flavour. On the other hand, the Canadian vegetables are contained in hermetically sealed tins—an unsatisfactory method of packing, as once a can is opened the odour will rapidly affect any other foods in the larder.

The ships' stores trade has likewise been approached as a trade possibility but with a negative result. In South Wales, Belgian vegetables are handled almost exclusively, and these can be bought at from 5s. 6d. to 6s. 6d. (\$1.33 to \$1.58) per dozen quart tins c.i.f. Cardiff.

FISH INDUSTRY OF AUSTRALIA

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, January 30, 1930.—An interesting report on the activities and recommendations of an Australian fisheries conference of representatives of the Commonwealth and State Governments which met some months ago, has been issued by the Commonwealth Development and Migration Commission.

An abundant variety of fish can be found in Australian waters, the report states, but its commercial exploitation is less than that warranted by the present or potential consumptive demand. At present the local supply is insufficient to meet even the requirements of the capital cities and other large centres on or near the coast, and consequently only small quantities reach the inland districts. As the result of several deep-sea trawling investigations, it has been ascertained that there are many large areas in Australian waters apparently suitable for trawling for demersal, or fish living on the sea-bed, but further investigation is considered to be essential to a full understanding of the commercial possibilities, not only of these grounds, but of the pelagic, or surface-swimming fish, several species (including the pilchard) of which are found in great numbers in Australian waters.

The report further states that if present methods continue to be employed, production of fish will not increase. At present there are eighteen steam trawlers employed on the Australian coast, seventeen of which operate in New South Wales and the other in South Australia. Apart from these and a little deep-sea line fishing, operations are confined to netting in inshore waters.

No appreciable development has been made in Australia in fish canning and curing. The manufacture of fish by-products is also in an immature stage of development, but attempts are being made to use for this purpose a great number of sharks that frequent Australian waters.

Whaling is only carried on spasmodically, but following the capture of 1,036 whales in 1928, which realized £180,000 in value, efforts are now being made in Australia by private enterprise to resuscitate this industry.

It is considered that there are excellent possibilities for the canning of crayfish, crabs and prawns, as well as oysters and scallops, all of which abound in Australian waters.

The Conference recommended that the Commonwealth Government should establish a bureau or department of fisheries, with organization and equipment for the scientific, statistical, and practical investigation of fisheries for commercial exploitation. The Government has already decided to establish a laboratory on the Australian coast for marine biological research, but an extension by way of a deep-sea investigation unit, and facilities for studying canning and preserving fish and fish by-products, is considered to be essential if the industry is to progress as in other countries.

AUSTRALIAN PRODUCTION AND IMPORTATION OF FISH

The present production of fish in Australia is estimated in value at, approximately, £1,000,000 per annum and gives employment to about 6,000 fishermen.

Imports are valued at about £1,500,000 and are mostly supplied by the United Kingdom, Canada, the United States and Norway. The latest statistics available are those for the fiscal year ended June 30, 1928, during which period the following imports and principal sources of supply were recorded:—

Fish Imports into Australia, Year Ending June 30, 1928

	Quantity	Value
	Lbs.	£
<i>Fresh, or preserved by cold process—</i>		
Total imports	8,493,488	232,894
United Kingdom	3,493,266	95,624
Canada	108,129	3,507
New Zealand	2,593,542	78,402
South African Union	2,288,872	55,046
<i>Potted, or Concentrated, including Extracts and</i>		
<i>Caviare—</i>		
Total imports		148,424
United Kingdom		143,317
New Zealand		2,920
Russia		1,004
<i>Preserved in Tins or other Airtight Vessels—</i>		
<i>Herrings—</i>		
Total imports	4,273,320	116,014
United Kingdom	4,111,194	109,050
Canada	19,697	713
Norway	111,454	4,740
<i>Salmon—</i>		
Total imports	11,240,650	554,500
Canada	8,081,474	385,789
Alaska	575,897	32,578
Russia	122,673	9,703
United States	2,428,524	124,905
<i>Sardines—</i>		
Total imports	2,950,859	183,382
United Kingdom	213,983	12,639
Canada	9,700	338
France	24,032	2,348
Italy	12,779	1,145
Norway	2,390,367	138,829
Portugal	252,590	24,923
Sweden	33,092	2,433
<i>Other (canned)—</i>		
Total imports	5,031,856	287,597
United Kingdom	700,085	29,048
Canada	671,736	21,367
New Zealand	250,463	17,855
South Africa	104,626	8,276
China	150,111	10,528
France	9,810	1,926
Italy	35,260	3,495
Japan	669,027	53,689
Norway	1,985,085	116,645
United States	366,720	19,572
<i>Smoked or Dried (not salted)—</i>		
Total imports	862,173	30,722
United Kingdom	285,528	9,676
Canada	4,657	200
South Africa	497,852	13,675
China	39,329	5,791
<i>All Other Fish—</i>		
Total imports	Cwt. £	
United Kingdom	6,139	21,001
Canada	2,831	7,205
Alaska	569	2,363
China	284	1,046
Italy	189	2,353
United States	560	2,464
	1,136	4,008

INDIAN STORES DEPARTMENT REVISED RULES

RICHARD GREW, CANADIAN TRADE COMMISSIONER

Calcutta, January 21, 1930.—The following embodies the revised rules for the supply of commodities required to be purchased for the Public Service in India by the Indian Stores Department, with the exception of printing and stationery stores.

These new regulations do not go into force until January 1, 1931, but during 1930 it will be possible to purchase stores in accordance with these rules if it is desired to do so.

RULES FOR THE SUPPLY OF ARTICLES REQUIRED TO BE PURCHASED FOR THE PUBLIC SERVICE

Preamble.—The policy of the Government of India is to make their purchases of stores for the public service in such a way as to encourage the development of the industries of the country to the utmost possible extent consistent with economy and efficiency, and the following rules, which are applicable to the purchase of stores (other than printing and stationery stores) for the Government of India and for provinces other than Governors' provinces are prescribed in accordance with this policy. These rules supersede all previous orders on the subject.

In order to give effect to the above policy preference in making purchases will be given in the following order:—

First, to articles which are produced in India in the form of raw materials, or are manufactured in India from raw materials produced in India, provided that the quality is sufficiently good for the purpose;

Secondly, to articles wholly or partially manufactured in India from imported materials, provided that the quality is sufficiently good for the purpose;

Thirdly, to articles of foreign manufacture held in stock in India, provided that they are of suitable type and requisite quality;

Fourthly, to articles manufactured abroad which need to be specially imported.

Departments of the Government of India, or officers specially authorized in this behalf, may, when they are satisfied that such a measure is justified, allow a limited degree of preference in respect of price to articles produced or manufactured in India either wholly or in part.

Rule 1.—Save as provided in Rules 7 and 8, all articles required to be purchased for the public service shall be purchased on the condition that delivery shall be made in India for payment in rupees in India.

Rule 2.—Tenders shall be invited in India and abroad also when considered desirable, for the supply of all articles which are purchased under Rules 1 and 4, unless the value of the order to be placed is small or sufficient reasons to be recorded exist which indicate that it is not in the public interest to call for tenders. No tender which fails to comply with the condition as to delivery and payment prescribed in Rule 1 shall be accepted.

Rule 3.—All articles, whether manufactured in India or abroad, shall be subject to inspection before acceptance, and articles for which specifications and/or tests have been prescribed by competent authority shall be required to conform to such specifications and/or to satisfy the prescribed test or tests which may be carried out during manufacture or before or after despatch from the suppliers' premises.

Rule 4.—Important plant, machinery, and iron and steel work shall be obtained only from firms approved by the Chief Controller of Stores, Indian Stores Department, and specified in the lists issued by him from time to time.

Rule 5.—In the case of important construction work let out on contract, articles required for the construction of such works may be supplied by the contracting firm provided that when specifications and/or tests have been prescribed for such articles they shall conform to such specifications and/or shall satisfy such tests.

Rule 6.—Nothing in these rules shall be deemed to prohibit the purchase of articles by one department or railway from another.

Rule 7.—The articles enumerated in Annexure A, or any other articles of a special or unusual character, may, when suitable and economical purchases cannot be made in accordance with the preceding rules, be obtained without reference to those rules subject to the following conditions:—

- (a) Where the value of the purchase exceeds Rs.5,000 (\$1,800), the purchasing officer shall place on record his reasons for not effecting the purchase in accordance with the preceding rules.
- (b) The purchasing officer may at his discretion either obtain the article that he requires by indent on the India Stores Department, London, or purchase it direct from the manufacturers or dealers abroad. Where resort is had to direct purchase from manufacturers or dealers abroad, tenders shall, whenever practicable, be first obtained.
- (c) When articles are purchased abroad under this rule through the agency of the India Store Department, London, payment shall be made by that department. In other cases payment shall be made
 - (i) in countries other than Great Britain and Northern Ireland, direct to the suppliers by the purchasing officer;
 - (ii) in Great Britain and Northern Ireland, through the High Commissioner for India.

Rule 8.—Lethal weapons, munitions of war, technical apparatus and equipment, and any other stores required by the Naval, Military, or Air Forces of the Crown in India for which drawings, patterns, specifications, or designs have been issued, prescribed, or announced by the Admiralty, War Office, Air Ministry, Government of India, or Commander-in-Chief in India, shall be obtained by indent on the India Store Department, London, unless they are available in India in accordance with the prescribed drawing, pattern, specification, or design. Any departure from this rule requires sanction of the Government of India, and whenever an expenditure exceeding Rs.20,000 (\$7,200) is incurred in any individual case to which such sanction has been accorded it shall be reported to the Secretary of State for India in Council.

Annexure A (See Rule 7)

- (i) Seeds.
- (ii) Cinchona bark.
- (iii) Articles for experimental purposes.
- (iv) China, glass, cutlery, plate, crockery and perishable fabrics, including linen for residences which are furnished by government.
- (v) Copper, zinc and other non-ferrous metals produced in Australia or America.
- (vi) Timber produced in Australia or North America.
- (vii) Such articles as the Superintendent of Vaccine Depots may require for the preparation of vaccine lymph.
- (viii) Chemicals and scientific instruments.
- (ix) Preserved and tinned foodstuffs.
- (x) Articles required for Viceregal residences.

INTERNATIONAL CONGRESS OF CHOCOLATE AND COCOA MANUFACTURERS, ANTWERP, 1930

On the occasion and in connection with the International Colonial and Maritime Exhibition, and the Exposition of Flemish Art in Antwerp in 1930, the Syndical Chamber of Belgian Chocolate-making and Confectionery is organizing an International Congress of Chocolate and Cocoa Manufacturers, to be held in Antwerp in September, 1930. This congress is chiefly being held to re-examine the decisions taken by the Berne Congress in 1911. Invitations to attend or to send representatives are addressed to all cocoa and chocolate manufacturers and to the various professional associations in the chocolate industry of all countries.

GERMAN ECONOMIC NOTES

M. B. PALMER, ASSISTANT TRADE COMMISSIONER

Hamburg, February 7, 1930.—Toward the close of the year it became evident that the high level of German production was not to be maintained, and that a decidedly downward turn had taken place, with few possibilities of this movement being checked. With the completion of harvest, the gradual cessation of building activity, and seasonal changes, unemployment increased rapidly, and this situation was also seriously affected by the necessity to curtail production in the iron, steel, and coal industries. Among the reasons advanced for this slow decline was the general weakening of international markets, lack of capital, uncertainty as to the fate of the cartels, and very restricted home market orders. Foreign prices also showed a tendency to become lower, and it is feared that the lowest level has not yet been reached. The conclusion drawn from the American stock market collapse is that a prolonged period of liquidation had been bringing easier money, a reduced demand for capital, and probably lower industrial activity. At the time of writing the official Reichsbank discount rate has been reduced from $6\frac{1}{2}$ to 6 per cent. While demand for foreign capital has fallen off, negotiations in New York for certain large loans which were previously suspended have been resumed.

INDUSTRIAL SURVEY

The situation in the coal-mining industry of the Ruhr district has become worse. With the mild weather the usual seasonal demand was delayed, while at the same time, in consequence of the low water level of the Rhine, coal shipments to the Upper Rhine have declined and stocks have considerably increased.

Work in the iron and steel industry has had to be restricted and short shifts established as a result of a decline in inland orders. Production of pig iron and rough steel rose, whereas the output of the rolling mills slightly decreased.

The Christmas demand improved the situation in the hardware and cutlery industry, particularly in the Solingen district, but export business is unsatisfactory. The condition in the tool factories has not improved and unemployment has increased.

The building industry was not well occupied, and sales of materials declined as construction under way has been provided for by contracts made in preceding months.

After showing reserve for a considerable period, seasonal demand orders from buyers have improved the textile industry. Orders for long-term delivery have again been received, and with prices considered favourable several works have been able to increase their output. The number of workmen in the wool industry has increased and spinners are well occupied. Sales, however, in the clothing industry have fallen off compared with previous years.

BANKING

The world-wide deflation in security values has naturally brought with it a large number of failures and bankruptcies. The number of insolvencies in Germany has been particularly large, but no serious economic crisis is being experienced. Most of the houses involved were small; many of them were established since the war, so that in a sense their disappearance makes for a sounder and healthier position. The banking concentration in Germany has been responsible for the liquidation of some of the small but old-established firms. Scarcity of capital has been the fundamental factor in the elimination of small banking concerns, aided by the depreciation of domestic and security holdings. The psychological reactions upon business have been appreciable, but it is hoped that the setback may only be temporary, since most of the basic industries of Germany are well employed.

GREEK MARKET FOR AUTOMOBILE BATTERIES

HENRI TURCOT, CANADIAN TRADE COMMISSIONER

Athens, February 5, 1930.—Motor vehicle traffic has been for the past few years developing steadily in Greece, and the Government is carrying out quite an extensive program of road-building and improvement. The number of motor vehicles—private, public, and commercial—in use in Greece is close on 25,000. This gives an idea of the present requirements of this market in automobile batteries. The locally-made battery "Pak," which at one time enjoyed great popularity and rendered sales of foreign makes difficult, has now lost some ground on account of its inferior quality. About 50 per cent of the automobile batteries are imported, principally from the United States, France, Germany, and Great Britain: the United States contributes approximately 70 per cent of the total. Sources of imports of motor vehicles are the United States, Germany, France, Italy, Belgium, and Great Britain. As about 80 per cent of the imports are from the United States (principally Chevrolets and Fords), it goes without saying that Canadian batteries are perfectly suited for this market. The types particularly in demand are in the following descriptions:—

Volts	Amperes	Size
6..	95	Standard
6..	120	Standard
12..	60	Standard

The Universal (American) seems to be the best seller, together with the National (also American). It is therefore of interest, for comparative purposes, to give details about the above batteries as sold in Greece. This information is given hereafter in table form.

Universal						
Volts	Plates	Capacity at 5 Amp.		Dimensions	Weight Lbs.	F.o.b. New York
		Rate Lighting	Load			
6	11		83	8 ³ / ₁₆ "x7 ¹ / ₄ "x9 ⁷ / ₁₆ "	46	\$ 8 10
6	13		105	10 ³ / ₁₆ "x7 ³ / ₄ "x9 ¹ / ₁₆ "	52	9 60
6	15		120	11 ⁵ / ₁₆ "x6 ⁷ / ₈ "x9 ³ / ₄ "	61	11 25
6	17		150	12 ¹ / ₄ "x7 ³ / ₁₆ "x9 ⁷ / ₁₆ "	67	12 75
6	19		158	20 ⁹ / ₁₆ "x5 ³ / ₈ "x8 ¹ / ₈ "	77	20 15
12	7		41	11 ¹ / ₁₆ "x7 ¹ / ₄ "x9 ⁷ / ₁₆ "	60	12 25
6	13		83	9 ¹ / ₄ "x7 ³ / ₁₆ "x9"	48	7 80
6	11		83	9 ⁵ / ₁₆ "x7"x9 ⁷ / ₁₆ "	45	7 35

These prices are to agents or wholesalers. Discount 20 plus 5 per cent.

National						
Volts					Amperes	F.o.b. New York
6	..	..	..	..	95	\$6 55
6	..	..	..	..	115	8 16
6	..	..	..	..	138	9 67
12	..	..	..	..	60	9 65

These are net prices to agents or to wholesalers.

The 6-volt 95-ampere battery is reported to represent the bulk of the trade done by the National, whilst the 6-volt 120-ampere battery is the most popular Universal.

Quotations on the Pak are almost as high as those on the American product, and their comparatively good success in the trade is mostly due to greater payment facilities.

Concerns from abroad generally deal through commission agents. Terms usually extended are from 90 to 180 days. Entry duties amount to 10 per cent ad valorem in the case of non-treaty countries and to 5 per cent ad valorem for countries entitled to most-favoured-nation treatment, Canada belonging to the former and the United States, Germany, France, and Great Britain to the latter. An amount equal to 75 per cent of the basic duty must be added for internal taxes.

In order to secure for themselves a share of the Greek trade, Canadian batteries must be of as high a grade as those from the United States, and their price as low, due consideration being given to the difference of 5 per cent ad valorem on entry duty. A firm of commission agents in Athens who seem to be doing quite an extensive business in motor vehicle parts and accessories are desirous of acting as representatives in this territory of a Canadian exporter of automobile batteries. This concern are prepared to accept terms of cash payment against presentation of shipping documents in Athens, or 2 per cent cash discount. Name and address, together with copy of status report, may be obtained on application at the Department of Trade and Commerce, Ottawa. Canadian houses wishing to correspond with the Greek concern referred to above will be well advised to send full particulars and prices with their first letter. (See Trade Inquiry No. 229 on page 334 of this issue.)

TRADE OF NORWAY IN 1929

FREDERICK H. PALMER, CANADIAN TRADE COMMISSIONER

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Oslo, February 7, 1930.—The detailed figures of the trade of Norway for 1929, showing countries of origin or of destination, will not be published until November, but as official general statistics have been issued on the external commerce for that year, these are being used for this report.

The general improvement in Norway's economic condition is reflected in the increased volume of imports and exports, and the maintained progress towards internal stabilization, making for higher costs of production, is also revealed in the comparatively greater increase in exports, which reduced the unfavourable visible trade balance from over 340 million dollars in 1928 to just under 314½ million dollars in 1929.

Norway's trade statistics are based on *estimated* c.i.f. values for imports, and *actual* f.o.b. values for exports. The import values are estimated because proof of value is only required of an importer when the goods are dutiable at an *ad valorem* rate. Steps are being taken to bring Norway into line with other countries and thus permit accurate statistics of value to be presented.

Trade of Norway, 1929 and 1928

	1929	1928
Total imports..	\$1,066,546,000	\$1,023,361,000
Total exports	752,139,514	683,049,188
Norwegian exports	742,770,342	670,329,388

TRADE BY MAIN GROUPS

The imports and exports are each divided into 25 main groups, the groups of each bearing the same index letter including goods of the same type and character by origin. Hence it is a simple matter to ascertain whether the imports of a certain kind of goods exceed or are less than the exports.

The following table shows both imports and exports by main groups for the calendar years 1928 and 1929:—

(1 krone equals \$0.27 approx.)

Main Groups	Imports		Exports	
	1,000 Kroner		1,000 Kroner	
	1929	1928	1929	1928
Live animals	1,784	2,937	1,912	218
Animal foodstuffs	22,277	24,609	169,431	153,753
Grain products	90,670	100,889	498	471
Seed and feeding stuffs	21,550	27,466	20,089	14,833
Fruit, vegetables, etc.	42,012	38,887	689	862
Colonial goods	66,321	74,644	329	339
Spirits and other products of fermentation	12,573	11,941	260	298
Spun goods	12,953	12,764	1,693	2,152
Yarn and thread, rope, etc.	32,276	28,163	2,479	1,957
Manufactured textile goods	124,819	114,272	2,018	1,880
Hair, feathers, skins, bone and other animal substances	22,553	24,896	17,471	21,653
Manufactures of hair, skins, bone, fats, oils, tar, rubber, etc.	9,149	12,122	232	168
Fats, oils, tar, rubber, etc.	70,107	71,796	56,876	51,480
Manufactures of fats, oils, rubber, etc.	13,007	13,476	4,039	2,810
Timber	21,941	17,150	39,650	38,203
Woodenware, mostly manufactured.	10,079	10,353	2,787	4,113
Dyes and paints	7,397	7,576	1,264	2,972
Woodpulp, paper and manufactures thereof	9,831	9,507	194,123	187,088
Other vegetable substances and products thereof	8,052	7,733	136	164
Minerals, raw and partly manufactured	114,299	90,866	40,656	32,644
Minerals, manufactured	31,239	34,801	64,531	54,114
Metals, raw and partly manufactured	37,975	35,400	90,765	65,517
Metals, manufactures of	62,682	55,780	6,707	6,921
Ships, carriages, machines, etc.	207,604	182,839	22,850	24,442
Goods not included in the above groups	13,396	12,494	1,285	1,278

EXPORT TRADE

The first main group of importance in the export trade of Norway is that including food products of animal origin, to which the fisheries contribute the major portion. There was a marked increase in the exports of fresh herring, from 102,769 tons to 121,042 tons. The exports of spiced salted herring increased from 41 tons to 1,949 tons. The exports of canned fish showed only a slight increase, from 35,891 tons to 36,788 tons. Within this class there was a marked decrease in the exports of smoked small herring in oil of 1,413 tons, but this was more than offset by an increase in the exports of smoked brisling in oil of 2,290 tons.

The exports of sterilized milk increased from 2,136 to 3,129 tons, and although the exports of unsweetened condensed milk increased from 1,033 tons to 1,351 tons, the exports of sweetened condensed milk declined considerably, from 7,470 tons to 5,702 tons.

The marked attention being given to the problem of assisting agriculture by developing an export market has effected great increases in farm and dairy products. The exports of cheese, other than Norwegian types, increased from 197 tons to 344 tons, of butter from 37 tons to 540 tons, and of eggs from 121 tons to 677 tons.

Although Norway fails to meet its total requirements of cereals, the exports of oats are increasing. The increase last year over 1928 was from 69 tons to 144 tons.

The development of the fishmeal industry continues to have an effect on the exports, and the quantity of herring meal exported increased from 31,287 tons to 56,900 tons. There was a slight increase in the exports of other fishmeal, from 19,422 to 22,504 tons.

The exports of hay reflected the wet weather of the summer, and exports increased from 2,043 tons to 5,871 tons. In the month of December, 1,645 tons were exported. The same weather conditions made for a marked increase in

the potato crop, and exports of potatoes increased from 400 tons to 647 tons. Practically all this increase took place in December, when the exports amounted to 209 tons as compared with 23 tons in December of 1928.

The yarn and rope industry also contributed to the increase in quantity of exports, and the volume of hemp and linen cord exported increased from 314 tons to 508 tons. The exports of new rope of manilla increased from 190 to 269 tons, while the exports of cotton and hemp fish nets increased from 96 tons to 110 tons.

Exports of fish oil increased from 310 hectolitres to 419 hectolitres, and a large part of the increase is due to the exports of cod liver oil almost doubling, from 76,345 hectolitres to 131,767 hectolitres.

The exports of rubber footwear increased from 170 to 257 tons, while the exports of belting of rubber or balata rose from 179 to 219 tons.

The volume of timber exported during 1929 amounted to 803,534 cubic metres, as compared with 774,758 cubic metres during 1928. The greatest increases occurred in the exports of planed timber and of planks.

The following specified table shows the volume of timber of different kinds exported during the years 1928 and 1929:—

Exports of Timber from Norway

	Cubic Metres	
	1929	1928
Spars, poles, stakes	18,668	17,677
Telegraph poles	40,476	36,015
Mining timber	62,445	75,091
Props	34,148	33,951
Cellulose timber . . . . .	.....	701
Other unplanned timber including sawmill timber . . .	71,809	84,472
Case-board	99,867	92,762
Staves, including barrel heads, planed or unplanned . .	4,630	5,330
Beams and fourquarters	3,009	2,047
Planks, battens, scantlings	118,905	96,471
Sleepers	552	189
Boards	10,682	15,920
Flaw-pieces	3,725	756
Laths	3,006	4,250
Planed timber, all kinds	326,482	303,496
Wood, all kinds	5,130	5,630
Total exports of timber	803,534	774,758

The exports of mechanical pulp showed a marked increase over 1928, while the exports of chemical pulp showed a moderate increase of about 8,400 tons.

The following table shows the exports in tons of the more important pulp and paper articles for the calendar years 1928 and 1929:—

Exports of Pulp and Paper Articles from Norway

	Tons	
	1929	1928
Mechanical pulp	600,092	535,156
of which white pulp, wet	587,529	514,644
Chemical pulp	280,276	271,883
of which		
Sulphite cellulose, unbleached, dry	114,730	105,534
Bleached, dry	128,621	127,056
Bleached and unbleached, wet	11,099	13,368
Sulphate cellulose, unbleached, dry	25,826	24,960
Carton, all kinds	11,146	10,703
Print paper	229,132	224,826
of which newsprint	171,697	166,859
Thin print and unglazed sized print	21,385	22,827
Glazed sized print	10,466	11,220
Wood-free print and writing paper	25,584	23,920
Wrapping paper	85,254	83,935
of which sulphate cellulose paper	32,742	32,440
Silk paper (cap and tissue)	24,463	27,375
Greaseproof and parchment	20,017	17,843

The following table shows the exports of the more important minerals, and the changes reflect improved or poorer conditions in each division.

Exports of Minerals, Raw and Partly Manufactured, from Norway

	1929	1928
Iron- and crude-ore tons	25,345	32,099
Concentrated iron ore (slick) tons	522,559	379,245
Bricks of iron ore tons	187,042	134,971
Sulphur pyrites containing copper tons	448,205	437,825
Molybdena kg.	301,946	226,676
Granite in blocks tons	1,617	1,616
Labradorite (syenite) tons	9,836	8,675
Mica kg.	250	2,438
Paving stones tons	102,247	79,947
Kerb-stones and pavement flagging tons	62,891	54,994
Slate-stone (roof slating) kg.	3,579,405	2,511,448
Feldspar in pieces tons	19,655	18,085
Steatite tons	3,092	2,538
Pulverized feldspar tons	6,869	5,990
Pulverized steatite and talc tons	6,384	3,988

As is well known, Norway's water power has been highly developed, and has been put at the service of a large electro-chemical industry. The following table shows in part the contribution this modern industry makes to the exports of Norwegian products:—

	1929	1928
Cement tons	164,274	160,353
Acid-resisting mortar kg.	774,960	397,955
Magnesite, burnt kg.	510,986	319,200
Magnesite tiling kg.	358,230	392,690
Silicon carbide, durubite and similar grinding substances kg.	4,501,675	3,555,476
Incinerated sea-weed kg.	3,852,992	2,983,456
Norgesaltpetre (nitrate of calcium) tons	207,548	111,730
Cyanamide (nitride of calcium) tons	65,558	54,246
Matches kg.	1,983,193	1,485,064
Calcium carbide tons	31,907	25,271
Sodium nitrate tons	28,269	34,568
Ammonium nitrate tons	5,574	6,363

Some of the oldest mines in Norway have been worked for centuries for the copper they held. These mines are still being worked, and although Norway is not an important contributor to the world's copper supply, it has in recent years received marked attention from those interested in nickel and aluminium refining.

The exports of the metal-producing industries follow, and show the changes that fluctuating world conditions have on these industries:—

	1929	1928
Pig-iron, electro-iron kg.	11,821,610	3,137,859
Copper, refined kg.	1,617,266	512,243
Zinc kg.	3,061,684	2,119,456
Nickel kg.	396,301	462,954
Aluminium, raw tons	29,813	16,843
Aluminium, in bars and plates, etc. kg.	633,514	400,633
Ferro-silicon tons	40,896	29,772
Ferro-chromium tons	3,869	2,801
Ferro-manganese tons	68,980	77,310
Copper and brass, old kg.	1,390,710	1,062,949

LETTER POSTAGE RATES TO SOUTH AND CENTRAL AMERICA

The attention of Canadian firms is directed to the fact that the rate of postage on letters mailed in Canada addressed to any destination in South America or Central America is now two cents for each ounce or fraction thereof.

The parcel post limit has been raised from 15 pounds to 20 pounds for South American countries.

PACKING FOR GROSS WEIGHT DUTY ASSESSMENTS

G. R. STEVENS, CANADIAN TRADE COMMISSIONER

Lima, January 30, 1930.—The importance of the problem of packing for South American markets arises from the system of levying import duties on a weight basis. There are three different bases of such duty assessments. The "kilo neto" basis only takes into consideration the actual weight of the goods themselves, without either containers, wrappers, or other coverings. The "kilo legal" basis assesses the duty upon the weight of the goods and the immediate container; that is, the first and most intimate covering. The "kilo bruto" basis assesses the duty upon the entire weight of the parcel, including all containers, wrappings, or coverage of the goods.

Every South American country, of course, retains its own practice as to the categories of goods which are assessed under each of the foregoing bases. In Peru the "kilo neto" basis is restricted to comparatively few lines such as certain high-priced textiles, fine chemicals, and articles of faience. The "kilo legal" basis is employed on the majority of articles packed in tins, in cardboard boxes, or in other packages where the first and most intimate container is more or less a standard unit. The "kilo bruto," or gross weight, is employed in all cases where the sizes and shapes of containers are more or less indeterminate.

For articles assessed under basis of net kilowage, or of the "kilo legal," there need not be any marked departure from standard practice in preparing goods for shipment to South American markets. Naturally, in the case of the "kilo legal" preponderantly heavy or ornate immediate containers will not be popular. Moreover, any article with which the container is optional, if imported under the "kilo legal" basis, should be the subject of consultation with the importers before making the first shipment. As an illustration, canvas shoes are seldom imported into Peru in the customary cardboard boxes. These boxes are non-essential, and increase the duty upon the shoes considerably.

In the case of the wide range of goods which enter on the basis of "kilo bruto" (gross kilowage), it is necessary to adopt various expedients to reduce the weight of the shipping parcel. Probably one of the most important of such expedients is the use of plywood boxes instead of the customary wooden crates or cases. A marked saving is undoubtedly achieved through the use of plywood. A Lima agent a few days ago received two identical cases of British confectionery of the same value and contents. One was an ordinary wooden case, and the other a plywood case. The gross weight of the plywood case was 115 kilos, and of the wooden case 135 kilos. Confectionery is assessed at S/1.40 (56 cents Canadian) per gross kilo. The agent was thus forced to pay \$11.40 more duty upon the wooden case than upon the plywood case, which contained identical goods. He stated that on some occasions the difference had been even greater than this, and that he had paid as much as \$25 difference because of the use of wooden containers.

Supplementary to the use of plywood for reducing landing cost is the use of crates instead of cases for many commodities. A wire-bound crate is said to save from 10 to 15 per cent of the duties. A still more popular shipping parcel, when the nature of the goods permits its use, is the jute or hessian wrapper, sewn and banded with steel strips. British and German firms show marked ingenuity in utilizing this material to cut down the weight of containers. In addition, every inessential ounce must be eliminated, both in outer and intimate coverings. Tinned chocolates enjoy a very marked vogue in South American markets, to some extent at least because tin as an immediate container is not conspicuously heavier than a fancy box, and the use of the tin dispenses with a tin lining in the outer case.

In connection with confectionery, it should be likewise noted that no packing should be between the tin lining and the wooden case. Some shippers fill this air space with sawdust, cocoa husks, or other substances, which increase the weight and consequently the duty.

Goods shipped by parcel post are usually assessed on a gross kilowage basis, and it is essential that packings and coverings shall be as light as possible. Unless the goods absolutely require it, South American importers dislike the use of cardboard, or corrugated boxes, in parcel post shipments. They will risk a certain amount of disarrangement or soiling of the goods rather than pay the high duties upon the weight of the container. This is particularly true of textiles shipped by parcel post. Invariably the importer asks that such goods should merely be wrapped in strong paper with perhaps an inner wrapping of tissue paper. No other protection is desired.

A short time ago numerous complaints were received because a Canadian patent leather manufacturer, in shipping by parcel post, placed a core of corrugated paper in each package, as substance for the roll of leather. This added precaution was not appreciated. The influence of the weight of the containers upon duty assessment is so marked that any manufacturer in commencing shipments to South American markets should inquire as to customary packings for goods similar to his own, and he should instruct his selling representative to incorporate packing instructions in all orders which are liable for duty upon a gross kilowage basis.

MEXICAN INVOICE REQUIREMENTS

The Department of Trade and Commerce has issued a leaflet giving information regarding the new method of documentation of shipments to Mexico which went into force on January 1, 1930. Interested Canadian firms may obtain a copy on application to the Department at Ottawa.

TARIFF CHANGES AND CUSTOMS REGULATIONS

New South African Regulations Affecting Flour

The Union of South Africa *Gazette* of December 27, 1929, contains draft regulations under the Food, Drugs and Disinfectants Act of 1929. The public were notified that they might submit representations regarding the draft regulations. It is intended to promulgate these regulations with such amendments or additions as may be decided on, to come into force simultaneously with the Act on April 1, 1930.

The draft regulations contain the following sections respecting flour:—

(a) No person shall import into the Union any flour to which any foreign substance, other than a substance mentioned or referred to in clause (2) hereof, has been added, or which has been subjected to any artificial bleaching process.

(b) Before importing into the Union any consignment of flour intended for sale or use in the Union, the importer or his agent shall produce to the collector of customs at the port of entry a certificate by the head of the Department of Agriculture or other responsible officer of the Government of the exporting country stating that the flour is entirely free from any foreign substance, other than a substance mentioned or referred to in clause (2) hereof, and has not been subjected to any artificial bleaching process. Samples of the flour may also be taken and transmitted to an analyst.

(c) No person shall add to any flour any foreign substance other than a substance mentioned or referred to in clause (2) hereof, or similar substance, or shall subject any flour either during or after milling to any artificial bleaching process save that flour milled in the Union may during milling be treated with peroxide of nitrogen generated by electricity, the treatment being regulated and restricted so that the total nitrates (estimated as sodium nitrate) in the treated flour shall not exceed six parts per million.

(2) Self-raising flour is flour to which baking powder or other leavening substance has been added. The label of every package containing flour to which acid phosphate has been added shall state, in type A, "Prepared with acid phosphate baking powder."

(3) Every package containing a mixture of meals shall be labelled "Mixed Meals," in type A, with the names and approximate proportions of the different kinds of meal of which the mixture is composed in type C.

(7) Every mill in which grain is milled for human consumption shall be provided with efficient sieving and winnowing appliances so as to completely remove the seeds of *Senecio* (*Sprinkansbos*) and other poisonous or unwholesome seeds or matter. Any person selling any flour or meal containing such seeds or matter shall be guilty of an offence.

(Type "A" referred to is "48 point"; type "C" is "24 point.")

New Turkish Customs Tariff*

HENRI TURCOT, CANADIAN TRADE COMMISSIONER

Athens, February 6, 1930.—The Commercial Convention attached to the Treaty of Lausanne expired on August 31, 1929, and a new Turkish Customs Tariff, which came into force on October 1, is at present applied to all countries, irrespective of the existence or otherwise of a commercial treaty or agreement with Turkey, but with some modifications. The commercial conventions which Turkey has concluded with various countries during the past two or three years contain provisions consolidating the Turkish import duties on certain specified articles for the duration of the conventions in question. As a consequence, the duties on certain goods imported into Turkey from countries entitled to most-favoured-nation treatment will continue, for a certain period at all events, to be taxed at the rates which were applicable before the new Customs Tariff became effective, that is, they are not subject to the increases of the new tariff. These rates will of course cease to be applied with the expiration of the various commercial treaties in which they are comprised. In this connection, it may be noted that in most cases the provisions of the conventions fixing the duties require three or six months' notice of denunciation. On the other hand, only treaty countries will obtain the benefit of reductions in the new tariff—that is, countries which have recently concluded or will conclude in the near future new commercial treaties with Turkey. The new Turco-French treaty, which came into force on October 1, includes a list of over 150 items on which reductions of from 5 to 30 per cent as compared with the rates of the new tariff were obtained, and certain of the treaties still to be concluded will no doubt comprise other reductions.

In reading through the new Turkish Customs Tariff, it may easily be seen that the customs policy of the Republic of Turkey is along the following lines: (1) The customs tariff is highly protective for commodities of which it is desired to develop the local production; (2) for articles of first necessity not produced in the country it is less onerous; (3) it is of a like nature for articles required for the development of agriculture and industry, such as machinery, implements, tools, etc.; (4) constructional materials not obtainable in the country are very lightly taxed; and (5) heavy dues are imposed on all luxuries. Duties are stated in paper Turkish pounds, nine Turkish pounds being equal for customs purposes to one pound sterling.

Canadian products are subject to the rates of the new Turkish customs tariff, the Dominion not having concluded a commercial agreement with Turkey. American goods, on the other hand, are entitled to most-favoured-nation treatment.

Appended is a list of commodities which might be of immediate or general interest to Canadian exporters, together with the rates of duty at present applicable to them upon their entry into Turkey. Eventual changes with respect to the duty imposed on the articles contained in the list to be found hereafter will be reported in due course.

* This report is based upon data contained in the *British Board of Trade Journal*.

	Treaty Countries Duty per 100 Kg. Ltqs.	Non-treaty Countries
Tinned meats	150.00	150.00
Condensed and sterilized milk (without sugar)	32.00	32.00
Condensed and sterilized milk (with sugar)	40.00	40.00
Powdered milk	25.00	25.00
Butter, pure or mixed (fresh, melted or salted) (including weight of inner receptacles)	22.50	108.00
Fish, smoked, dried, salted or in brine:		
(1) Salmon, sword fish, sturgeon, nerve of sturgeon and sterlet	90.00	90.00
(2) Other fish	75.00	75.00
Fish preserved, in paste or otherwise prepared	9.00	90.00
Lobsters and crabs, in brine, preserved, in paste form or otherwise	50.00	50.00
Chemical fertilizers	Free	Free
Hides or skins, green, salted or limed, unwrought, with or without the hair:		
(a) Lamb and kid	27.00	27.00
(b) Sheep and goat	24.00	24.00
(c) Other hides or skins:		
(1) Weighing up to 18 kilogrammes	24.00	24.00
(2) Weighing 18 kilogrammes or more	16.00	16.00
Dry hides or skins, unwrought, with or without the hair:		
(a) Lamb and kid	48.00	48.00
(b) Sheep and goat	42.00	42.00
(c) Other hides or skins:		
(1) Weighing up to 15 kilogrammes	42.00	42.00
(2) Weighing 15 kilogrammes and more	24.00	24.00
Note 1.—Dry hides or skins, cover hides or skins which, although not especially dried in the place of origin, show a dry appearance or have been open-air dried.		
Note 2.—Hides or skins of game suitable for use in the fur trade are liable to the duties provided for in the Chapter relating to furs.		
Hides or skins, wrought:		
(a) Tanned, undyed:		
(1) Sheep, lamb, goat and kid	105.00	105.00
(2) Calf, young cow and <i>telatine</i>	153.13	175.00
(3) Other hides or skins	87.50	87.50
(b) Tanned, dyed in any colour:		
(1) Sheep, lamb, goat and kid	223.125	255.00
(2) Calf, young cow and <i>telatine</i>	165.00	165.00
(3) Other hides or skins	105.00	105.00
(c) Skins: Sheep, lamb, goat, kid, snake, crocodile, seal and all others, varnished, patent, shagreened (<i>sablées</i>), embossed, imitation velvet (Suede) moroccoed, silvered or gilt, ornamented with designs, hair or in any other way (including skins cut out for glove-making)	340.00	400.00
Leather, artificial leather and pieces thereof not smaller than a heel	70.00	80.00
Saddlery leather (varnished, dyed, patent)	112.50	112.50
Boot or shoe upper, caps, vamps and other parts, of hide or skin, cut out (including sewn)	400.00	400.00
Soles, heels and <i>vardela</i> (in the form of thongs) and other parts of footwear, cut out of real or imitation leather	122.50	122.50
Leather driving belts	49.50	60.00
Wheat (all kinds)	3.60	6.30
Wheat flour	9.50	9.50
Apples, fresh	18.00	18.00
Tinned fruit:		
(a) Without sugar	70.00	70.00
(b) With sugar	112.50	112.50
Potatoes	2.70	9.00
Tinned vegetables (including weight of inner receptacles)	105.00	105.00
Whisky and gin:		
(a) In casks	180.00	225.00
(b) In other receptacles (including weight of inner receptacles)	192.00	240.00

	Treaty Countries Duty per 100 Kg. Ltqs.	Non-treaty Countries
Timber:		
(a) Oak, walnut-tree, elm, ash-tree:		
(1) Round	3.00	3.00
(2) Squared	3.75	3.75
(3) Cut or split	4.00	4.00
(4) Planed or tongued and grooved	6.00	6.00
(d) Fir and pitchpine:		
(1) Round	2.00	2.00
(2) Squared	3.00	3.00
(3) Cut or split	4.50	4.50
(4) Planed or tongued and grooved	5.00	5.00
Note 1.—If the importer fails to indicate in his declaration the weight of the above woods, the specific weights provided in the tariff shall be applied.		
Note 2.—The same woods, painted, tarred or impregnated with other chemical materials are subject to an increase of 10 per cent on the basic duty.		
Veneering strips and sheets:		
(a) Up to 2 millimetres in thickness	15.00	15.00
(b) More than 2 millimetres and up to 6 millimetres in thickness (when above 6 millimetres in thickness they are considered as timber)	12.50	12.50
Note.—Those which are polished, painted or designed are subject to an increase of 15 per cent of the basic duty.		
Wooden sleepers	3.00	3.00
Note.—Those which are impregnated with tar or other chemical materials are subject to an increase of 10 per cent on the basic duty.		
Wooden staves and hoops prepared for coopers' wares	6.00	6.00
Household utensils, such as spoons, forks, trays and the like, combined or not with common materials	80.00	80.00
Raw material suitable for the manufacture of paper..		
(a) Rags of all kinds, waste of rope and of other textile materials, paper and cardboard refuse	1.20	1.20
(b) Cellulose and any pulp of vegetable materials, bleached or not, dyed, dried or not.. . . .	2.00	2.00
Wrapping paper:		
(a) Weighing up to 30 grammes per square metre..	9.00	9.00
(b) The same, printed or with drawings.. . . .	42.00	42.00
(c) Weighing more than 30 grammes per square metre	4.50	4.50
(d) The same, printed or with drawings.. . . .	17.50	17.50
Printing paper, uncut writing paper:		
(a) Common printing paper.. . . .	3.75	3.75
(b) Uncut writing paper, fine printing paper.. . . .	7.50	7.50
Cut writing paper; note-paper and envelopes (including weight of inner packing):		
(a) White, ruled, gilt.. . . .	12.50	12.50
(b) Printed, with drawings, ornamented or combined with other materials.. . . .	60.00	60.00
Carbon paper (including weight of inner packing)..	87.50	87.50
Blotting paper.. . . .	11.25	11.25
Wall paper and board and bands therefor:		
(a) In relief or gilt (all kinds).. . . .	36.00	36.00
(b) Other.. . . .	15.00	15.00
Cardboard:		
(c) Common cardboard, not glazed (corrugated or not) covered or not with paper.. . . .	3.75	3.75
(d) Cardboard, tarred, bituminized, sand-coated and the like for roofing and packing.. . . .	3.00	3.00
Cardboard, fine, glazed (white or of one colour):		
(a) Weighing 200 and up to 300 grammes per square metre	17.50	17.50
(b) Weighing 300 grammes or more per square metre	9.80	9.80
Note.—Cardboard weighing less than 200 grammes per square metre is considered as paper.		
Outer covers and inner tubes of rubber, and tires for bicycles, automobiles, carriages and other conveyances (combined or not with other materials):		
(a) Outer covers and inner tubes:		
(1) For automobiles, vans, motor-omnibuses and other like vehicles	56.25	75.00
(2) For bicycles	75.00	100.00

	Treaty Countries Duty per 100 Kg. Ltqs.	Non-treaty Countries
Outer covers, etc.— <i>Continued</i>		
(b) Tires:		
(1) For vans and other like vehicles	50.00	50.00
(2) For horse carriages	62.50	62.50
Footwear of any kind (combined or not with materials other than leather):		
(a) Wholly of rubber, the vamp of tissue being wholly or partly waterproofed with rubber ..	26.25	62.50
(b) With rubber sole, the vamp being of other tissues	117.00	156.00
Note.—Leather shoes with rubber soles are classified in the chapter relating to hides and skins.		
Surgical and sanitary rubber goods	100.00	100.00
Cement	0.60	0.60
Asbestos:		
(a) Crude (in any form)	4.50	4.50
(b) In slabs or sheets (including asbestos paper and board)	15.00	15.00
(c) In building materials of all kinds (Everit, Eter- nit and the like)	3.00	3.00
(e) Wearing apparel, gloves, footwear and other articles	75.00	75.00
(f) Gas mantles	162.50	162.50
Hand tools of all kinds, of iron (with or without handle):		
(a) Saws of all kinds, toothed or not (including pit saws)	16.20	18.00
(b) Files, having a length of:		
(1) Up to 16 centimetres	14.40	16.00
(2) 16 centimetres and more	9.00	10.00
(c) Shovels, mattocks, axes, hoes, spades, pick-axes, anvils, hammers weighing more than 250 grammes, three-pronged forks, trowels, mallets, shears and scrapers	3.60	3.60
(d) Secateurs, bill-hooks, scythes, harrows, mowers of all kinds used in agriculture, tinsmiths' shears, pincers, small hatchets, wood rasps, and other tools for bricklayers and carpenters, not elsewhere mentioned	8.00	8.00
(e) Gimlets, rulers, squares, rules for measuring cir- cumferences, augers, screw-drivers, pliers, hammers weighing up to 250 grammes, cutting or chasing chisels, hand drills and centre-bits of all kinds	24.30	27.00
(f) Other tools, not specially mentioned weighing each:		
(1) Up to 150 grammes	27.00	30.00
(2) 150 grammes and more	16.20	18.00
Note.—Instruments used in medicine are classified in the Section relating to Technical Instruments.		
Gramophones, phonographs, graphophones ad val. . .	25%	25%
Tractors	0.80	0.80
Machines, tools and instruments of all kinds used in agriculture, and parts thereof	Free	Free
Note.—The Ministry of Economy will specify the categories of machines, tools and instruments included hereunder.		
Automobile vehicles:		
(a) Motor cars for carrying persons, weighing:		
(1) Up to 900 kilogrammes	75.00	75.00
(2) 900 to 1,300 kilogrammes	31.50	35.00
(3) 1,300 to 1,750 kilogrammes	40.50	45.00
(4) 1,750 to 2,000 kilogrammes	175.00	175.00
(5) 2,000 kilogrammes or more	250.00	250.00
In case where they represent less than 30 per cent of the c.i.f. value, the duties will be increased up to this rate.		
(b) Chassis for passenger automobiles (with or with- out engine) (whether or not the wheels have rubber tires thereon) weighing:		
(1) Up to 750 kilogrammes	48.00	48.00
(2) 750 and up to 1,100 kilogrammes	21.00	21.00
(3) 1,100 and up to 1,500 kilogrammes	25.50	25.50

	Treaty Countries Duty per 100 Kg. Ltqs.	Non-Treaty Countries
Automobile vehicles:		
(b) Chassis for passenger autos, etc.— <i>Continued</i>		
(4) 1,500 and up to 1,750 kilogrammes.. . . .	126.00	126.00
(5) 1,750 kilogrammes or more.. . . .	180.00	180.00
(c) Bodies for passenger automobiles and parts of these automobiles, not elsewhere mentioned..	350.00	350.00
(d) Parts of bodies not elsewhere mentioned.. . .	150.00	150.00
(e) Parts of passenger automobile chassis not elsewhere mentioned.. . . .	104.50	110.00
Motor omnibuses, chars-à-bancs, troop transport cars, ambulance cars, hearses:		
(a) Complete.. . . .	50.00	50.00
(b) Chassis and parts of chassis for these vehicles not elsewhere mentioned (with or without engine) (with or without wheels).. . . .	19.50	19.50
(c) Bodies and parts of bodies for these vehicles (with complete facing or not).. . . .	120.00	120.00
Motor vehicles for carrying goods (lorries, vans):		
(a) Complete.. . . .	28.50	30.00
(b) Bodies.. . . .	65.00	65.00
(c) Chassis, with or without engines.. . . .	12.00	12.00

Portuguese Wheat Importation

Mr. A. B. Muddiman, Canadian Trade Commissioner at Milan, advises under date of January 31, 1930, that a Portuguese Decree No. 17,801, published in the *Diario do Governo* of December 27 last, authorized the importation into Portugal of 100,000 tons of foreign wheat, 50,000 tons up to March 31 and the balance before June 30 next. The duty payable is 0.25 paper escudo in Lisbon and 0.23 paper escudo per kilogram in Oporto.

The paper escudo is worth 4.53 Canadian cents at the present rate of exchange.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT KINGSTON, BELLEVILLE, PETERBOROUGH, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.); AND THE MARITIME PROVINCES TRADE COMMISSION, TORONTO.

Foodstuffs

218. DRIED APPLE RINGS.—A Hamburg import and export firm desire a connection with Canadian exporters of dried apple rings.

219. CANNED LOBSTERS.—A firm of Hamburg provision agents wish to get in touch with Canadian exporters of canned lobsters.

Miscellaneous

220. LINSEED OIL.—Dutch firm of fine oil colour manufacturers desire Canadian samples and quotations c.i.f. of light linseed oil for the manufacture of fine old colours for artists.

221. PILCHARD MEAL.—A firm of Hamburg agents specializing in trade with Canada wish to get in touch with Canadian exporters of pilchard meal.

222. FISHMEAL.—One of the leading firms of Hamburg importers wish to obtain a connection with Canadian exporters of fishmeal.

223. PAPER BAGS.—A firm of Jamaican importers would like to represent Canadian manufacturer of paper bags.

224. CAP LEATHER PEAKS.—A firm in Hamburg wish to get in touch with Canadian exporters of cap leather peaks.

225. CHAMOIS LEATHER.—A firm in Hamburg wish to get in touch with Canadian exporters of chamois leather suitable for automobile requirements.

226. LEATHER—SPLIT HIDES.—A Birmingham firm specializing in case work desire quotations and samples of split hides, particularly of the cheapest variety.

227. ALUMINIUM BRONZE.—A leading chemical firm in Berlin, Germany, wish to import aluminium bronze from Canada.

228. POTATO EXTRACTING MACHINES.—A French concern would like to act as agent general (or buy for their own account if necessary) for a Canadian exporter of the above machines. Are already the agents for French makers of agricultural machinery.

229. MOTOR CAR STORAGE BATTERIES.—Firm of commission agents in Athens, Greece, desire to act as representatives of Canadian exporter of motor car batteries. Terms: cash payment against shipping documents in Athens, or 2 per cent cash discount. Full particulars and prices should be sent with first letter.

230. TIMBER AND TELEGRAPH POSTS.—A concern in Cairo would like to secure the agency for Egypt of a Canadian firm able to supply telegraph posts and timber to the Egyptian Government.

231. BRITISH COLUMBIAN WOODS.—A firm of timber brokers in Liverpool, with offices also in London, are interested in getting in touch with British Columbian exporters, particularly of Douglas fir, with a view to acting as agents on this market.

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING FEBRUARY 24

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending February 24, 1930, with the official bank rate. Quotations for the week ending February 17, 1930, are also given for the sake of comparison.

Country	Unit	Parity	Nominal Quotations in Montreal Week ending Feb. 17	Nominal Quotations in Montreal Week ending Feb. 24	Official Bank Rate
Austria	Schilling	.1407	\$.1409	\$.1432	6½
Belgium	Belga	.1390	.1402	.1399	3½
Bulgaria	Lev	.0072	.0072	.0072	10
Czechoslovakia	Krone	.0298	.0298	.0297	5
Denmark	Krone	.2680	.2695	.2690	5
Finland	Markka	.0252	.0253	.0253	7
France	Franc	.0392	.0394	.0393	3
Germany	Reichsmark	.2382	.2403	.2399	6
Great Britain	Pound	4.8666	4.8940	4.8874	4½
Greece	Drachma	.0130	.0130	.0130	9
Holland	Guilder	.4020	.4036	.4030	4
Hungary	Pengo	.1749	.1762	.1758	6½
Italy	Lira	.0526	.0526	.0526	7
Jugo-Slavia	Dinar	.1930	.0178	.0178	6
Norway	Krone	.2680	.2692	.2687	5
Portugal	Escudo	1.0805	.0453	.0452	8
Roumania	Leu	.0060	.0060	.0060	9
Spain	Peseta	.0000	.1237	.1250	5½
Sweden	Krona	.2680	.2700	.2696	4½
Switzerland	Franc	.1930	.1942	.1938	3½
United States	Dollar	1.00	1.0068	1.0050	4
Argentina	Peso (Paper)	.4244	.3838	.3819	—
Brazil	Milreis	.1196	.1120	.1135	—
Chile	Peso	.1217	.1218	.1216	6
Colombia	Peso	.9733	.9741	.9723	9
Mexico	Peso	.4985	.4808	.4788	6-7
Peru	Sol	.4000	.4058	.4034	7
Venezuela	Bolivar	.1930	.1938	.1934	—
Uruguay	Peso	1.0342	.8885	.8818	—
Cuba	Peso	1.0000	.9993	.9993	—
Java	Guilder	.4020	.4040	.4030	5
Shanghai	Tael	.0000	.4908	.4836	—
India	Rupee	.3650	.3675	.3661	7
Japan	Yen	.4985	.4958	.4949	5.48
Siam	Baht (Tical)	.4424	.4556	.4547	—
Straits Settlements	Dollar	.5678	.5656	.5640	—
Jamaica	Pound	4.8666	4.8908	4.8817	—
British Guiana	\$	1.0000	1.01½¢—1.02½¢	1.01½¢—1.02½¢	—
Barbados	\$	1.0000	1.01½¢—1.02½¢	1.01 —1.02½	—
Trinidad	\$	1.0000	1.01½¢—1.02½¢	1.01 —1.02½	—
Other British West Indies	\$	1.0000	1.01½¢—1.02½¢	1.01 —1.02½	—
Martinique	Franc	.0392	.0394	.0393	—
Guadeloupe	Franc	.0392	.0394	.0393	—

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Halifax

To LIVERPOOL.—Newfoundland, March 8 and April 12; Nova Scotia, March 25—both Furness Line; Baltic, March 10 and April 7; Arabic, March 24; Dorelian, April 14—all White Star Line; Manchester Producer, March 10; Manchester Hero, March 24; Manchester Citizen, April 7—all Manchester Line; Andania, Cunard Line, March 3 and 31; Airthria, Anchor-Donaldson, March 17.

To LONDON.—Minnewaska, March 17; Napierian, March 31; Megantic, April 12—all White Star Line; Alaunia, March 3 and April 7; Ausonia, March 10—both Cunard Line; Lancastria, Anchor-Donaldson Line, March 24; London Exchange, Furness Line, March 10.

To MANCHESTER.—Manchester Division, March 8; Manchester Producer, March 10; Manchester Brigade, March 22; Manchester Hero, March 24; Manchester Citizen, April 7—all Manchester Line; Dorelian, White Star Line, April 14.

To SOUTHAMPTON.—Megantic, White Star Line, April 12.

To GLASGOW.—Airthria, March 17; Kastalia, March 23; Letitia, April 12—all Anchor-Donaldson.

To GOTHENBURG.—Gripsholm, Swedish-American Line, March 24.

To BREMEN.—Dresden, Furness Line, March 8.

To ST. JOHN'S, Nfld.—Rosalind, March 4 and 18; Silvia, March 11 and 25—both Furness-Red Cross Line; Sambro, March 7 and 21 and April 4; Farnorth, March 14 and 28 and April 11 (also calls at North Sydney)—both Farquhar SS.; Newfoundland, March 8; Nova Scotia, March 25—both Furness Line; Sollund (also calls at Newfoundland outports), Newfoundland-Canada SS., March 14 and 29 and April 10.

To ST. PIERRE-MIQUELON.—Fernfield, March 4 and 18 and April 1; Sambro, March 7 and 21 and April 4; Farnorth, March 14 and 28 and April 11—all Farquhar SS.; Sollund, Newfoundland-Canada SS. Ltd., March 14 and 29 and April 10.

To SOUTH AMERICAN PORTS.—Canadian Spinner, Canadian National, March 20.

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Lady Drake, March 7; Lady Nelson, March 21; Lady Hawkins, April 4—all Canadian National; Peter Maersk, March 13; Agnete Maersk, March 27; a steamer, April 10—all Ocean Dominion (do not call at Nevis, Montserrat, or Dominica).

To HAMILTON, BERMUDA; NASSAU, BAHAMAS; KINGSTON, JAMAICA; AND BELIZE, BRITISH HONDURAS.—Cavelier, March 8 and April 5 (does not call at Bermuda or Nassau); Lady Somers, March 15 and April 12; Cathcart, March 22 (does not call at Bermuda or Nassau); Lady Rodney, March 29—all Canadian National.

To ST. GEORGE (BERMUDA), PORTO RICO, ST. KITTS, ANTIGUA, GUADELOUPE, MARTINIQUE, BARBADOS, TRINIDAD AND DEMERARA.—Cornwallis, March 13; Chomedy, March 27 (also calls at St. Vincent, Grenada, and Tobago); Colborne, April 10—all Canadian National.

To SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Ottar, March 5 and April 2 (also calls at Montego Bay and other Jamaica outports); Caledonia, March 19—both Pickford & Black.

To BRISBANE, SYDNEY, MELBOURNE AND ADELAIDE.—Canadian Scottish, March 31; Canadian Victor, April 15—both Canadian National.

To AUCKLAND, WELLINGTON, LYTTELTON, TIMARU AND DUNEDIN.—Canadian Conqueror, Canadian National, March 25.

From St. John

To AVONMOUTH, CARDIFF AND SWANSEA.—Concordia, March 19; Vardulia, April 12—both Anchor-Donaldson.

To GLASGOW.—Minnedosa, March 7 and April 5; Melita, March 20—both Canadian Pacific; Airthria, March 14; Kastalia, March 22; Letitia, April 11—all Anchor-Donaldson.

To BELFAST AND DUBLIN.—Carrigan Head, Head Line, March 16 (cargo accepted for Londonderry and Cork).

To LIVERPOOL.—Minnedosa, March 7; Montcalm, March 14; Duchess of York, March 21; Duchess of Atholl, March 28; Duchess of Richmond, April 4; Duchess of Bedford, April 11—all Canadian Pacific.

To LONDON.—Metagama, March 7 and April 10; Beaverbrae, March 14; Beaverburn, March 21; Beavertale, March 28; Beaverford, April 4—all Canadian Pacific.

To MANCHESTER.—Manchester Division, March 6; Manchester Brigade, March 20; Manchester Commerce, April 3—all Manchester Line.

To SOUTHAMPTON.—Montrose, March 27; Montclare, April 2—both Canadian Pacific.

To ANTWERP.—Metagama, March 7 and April 10; Montrose, March 27—both Canadian Pacific; Hada County, March 8; Grey County, March 21; Brant County, April 5—all County Line.

To HAMBURG.—Montclare, Canadian Pacific, April 2; Kings County, March 10; Kent County, March 28—both County-Hamburg American Line.

To HAVRE.—Hada County, March 8; Grey County, March 21; Brant County, April 5—all County Line.

To SOUTH FRANCE AND ITALIAN PORTS.—Valfiorita, Lloyd Mediterraneo Italian Service, March 15.

To ROTTERDAM.—York County, March 3; Laval County, March 17; Labelle County, April 3—all County Line.

To SUEZ, PORT SUDAN, ADEN, MOMBASA (KILINDINI), TANGA, DAR-ES-SALAAM, MADRAS, RANGOON AND CALCUTTA.—City of Christiania, American and Indian SS., March 23.

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTserrat, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Lady Nelson, March 13; Lady Hawkins, March 27; Lady Drake, April 10—all Canadian National; Peter Maersk, March 7; Agnete Maersk, March 21; a steamer, April 4—all Ocean Dominion (do not call at Nevis, Montserrat or Dominica).

To ST. PIERRE-MIQUELON AND ST. JOHN'S, Nfld.—Sollund, Newfoundland-Canada SS. Ltd., March 26.

From Vancouver

To YOKOHAMA, KOBE, SHANGHAI, HONGKONG AND MANILA.—Empress of Russia (also calls at Honolulu), March 8; Empress of Asia, March 29—both Canadian Pacific.

To YOKOHAMA, KOBE, MIKE AND HONGKONG.—Ixion, March 11; Tyndareus, April 1—both Blue Funnel.

To YOKOHAMA, KOBE, OSAKA AND DAIREN.—Paris Maru, Osaka Shosen Kaisha, April 1.

To YOKOHAMA, KOBE AND SHANGHAI.—Africa Maru, March 7; Alabama Maru, April 3—both Osaka Shosen Kaisha.

To AUCKLAND, WELLINGTON, DUNEDIN AND LYTTELTON.—Golden Cross, Oceanic and Oriental Navigation Co., March 18; Waitapu, Canadian-Australasian Line, March 5 (also calls at Melbourne and Sydney).

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Niagara, March 5; Aorangi, April 2—both Canadian-Australasian Line.

To AUCKLAND, WELLINGTON, MELBOURNE AND SYDNEY.—Waikawa, Canadian-Australasian Line, April 1.

To SYDNEY AND MELBOURNE.—Pacific Commerce, Australian B.C. Shipping Co., Ltd., about March 25.

To BRISBANE, SYDNEY, NEWCASTLE, MELBOURNE AND ADELAIDE.—Eknaren, March 24; Bullaren, April—both Transatlantic SS. Co., Ltd.

To CAPE TOWN, DURBAN AND LOURENCO MARQUES.—West Grama, B.C. Shipping Agencies Limited, around middle of March (also calls at Algoa Bay).

To MANCHESTER.—Pacific Reliance, March 22; Pacific Shipper, April 5—both Furness (Pacific) Ltd.

To LIVERPOOL, SOUTHAMPTON, LONDON AND ROTTERDAM.—Nebraska, March 12; Delftdyk, March 27; Nietheroy, April 9—all North Pacific Coast Line.

To HAVRE, DUNKIRK, BORDEAUX AND ANTWERP.—Texas, March 4; Wisconsin, March 8; Arkansas, March 15; Washington, April 3; Indiana, April 9—all French Line.

To HAMBURG, BREMEN AND ANTWERP.—San Francisco, March 14; Seattle, April 3—both Hamburg-American Line; Grootendyk, March 24; Narenta, April 14—both North Pacific Coast Line (also call at Rotterdam).

To BARCELONA, MARSEILLES, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Leme, March 8; Feltre, April 5—both Navigazione Libera Triestina.

To BAHIA BLANCA, BUENOS AIRES, MONTEVIDEO, ROSARIO AND SANTA FÉ.—Hindanger, March; Taranger, April—both Westfal-Larsen.

To PORT OF SPAIN (TRINIDAD) AND BRIDGETOWN (BARBADOS).—Victoria, Canadian Transport Co. Ltd., about March 15.

To PUERTO COLOMBIA.—Point Fermin, March 6; Point Bonita, March 15; Point Montara, March 24 (also calls at Curacao and Kingston); Point Sur, March 29—all Gulf Pacific Line.

COMMERCIAL INTELLIGENCE SERVICE

CANADIAN TRADE COMMISSIONERS

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Bristol: Douglas S. Cole, Sun Building, Clare street. *Cable Address, Canadian.*

Glasgow: Gordon B. Johnson, 200 St. Vincent Street, Scotland. *Cable Address, Cantracom.*

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Chicago: R. S. O'Meara, Willoughby Tower, 8 S. Michigan Avenue. *Cable Address, Canadian.*

NOTE.—Bentley's Second Phrase Code is used by Canadian Trade Commissioners.

Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. James Malcolm, M.P.

Deputy Minister: F. C. T. O'Hara

Director, Commercial Intelligence Service: C. H. Payne

Published in English and French. Subscription Price for either edition: \$1 per annum in Canada (single copies 5 cents each); \$3.50 outside the Dominion (single copies 10 cents each). Remittances, which may be made by Post Office or Express Orders, or Drafts, or Cheques, payable at par in Ottawa, should be addressed to the King's Printer, Government Printing Bureau, Ottawa.

Vol. XLII

Ottawa, March 8, 1930

No. 1362

TABLE OF CONTENTS

	Page		Page
New Office to be opened in San Francisco	345	Trade of Peru during 1928	
German Trade in Canned Lobsters...	345	II. Imports	364
Stimulation of Rye Consumption in Germany	347	Conditions in Denmark in 1929.....	369
Irish Free State Trade in 1929.....	348	Trade in Norway in 1929	
Market for Frozen Salmon in Scotland	354	II. Imports	371
Scottish Market for Dressed Poultry	356	Wheat Market Conditions in China..	374
North-East England Electricity Scheme	360	Shipbuilding Industry in Japan.....	375
Shipment of South African Cattle to Birkenhead	359	Parcel Post to South America via New York	376
Electricity Scheme in North-East England	360	Leipzig Fur and Hunting Exhibition	376
India's Foreign Trade during December	360	Tariff Changes, etc.:	
Review of Trade of British Guiana, 1929	363	German Grain and Flour Duties..	377
Trinidad Preserved Fish Market....	364	Grenada Decreases Sugar Duties..	378
		Cuban Tariff on Onions and Garlic Increased	378
		Preserved Fruits and Vegetables Regulations in Belgium.....	379
		Foreign Exchange Quotations.....	379
		Trade Inquiries	380
		Sailings from Canadian Ports.....	381
		Commercial Intelligence Service.....	384

NEW OFFICE TO BE OPENED IN SAN FRANCISCO

A new office of the Trade Commissioner Service of the Department of Trade and Commerce is to be opened immediately in San Francisco under the charge of Mr. H. R. Poussette, formerly Canadian Trade Commissioner in Calcutta. All communications should in the meantime be addressed to Mr. Poussette, c/o the Bank of Montreal, 233 California street, San Francisco.

GERMAN TRADE IN CANNED LOBSTERS

L. D. WILGRESS, CANADIAN TRADE COMMISSIONER

Hamburg, February 11, 1930.—Before the war Germany was one of the principal markets for Canadian canned lobsters. The exports of this product from Canada to Germany in the fiscal year ending March 31, 1914, amounted to 487,016 pounds valued at \$188,545. Since the war the German trade in canned lobsters has been restricted to relatively small dimensions, due chiefly to the imposition of a very high rate of duty.

EFFECT OF HIGH DUTY

In January, 1924, after the stabilization of the currency, the German Government removed the prohibition on the importation of lobsters, but in order

to restrict the trade in what was considered an article of luxury the very high duty was imposed of 800 marks per 100 kg. gross weight (\$0.8658 per pound) as compared with a pre-war general duty of 100 marks. This high duty has been effective in restricting imports, but at the same time has given rise to a considerable amount of smuggling, particularly over the western frontier adjoining occupied territory. The great increase in the shipments of Canadian canned lobsters to Antwerp in recent years may be partly ascribed to this factor.

COMPETITION OF JAPANESE CRAB MEAT

In spite of the incentive given to smuggling by the high duty, it was retained in view of possible concessions in trade treaty negotiations with other countries. However, no country actively interested in the trade in canned lobster has negotiated a trade treaty with Germany. The duty of crabs under the same tariff item was reduced to 192 reichsmarks per 100 kg. gross weight (\$0.2078 per pound). This lower duty has enabled canned Japanese crab meat to capture a large share of the German trade formerly supplied by Canadian canned lobsters. In 1929 the total imports of crab meat into Germany from Japan amounted to 464,420 pounds of a value of approximately \$170,000.

IMPORTS OF SPICED LOBSTERS

Last year German importers discovered that by adding a few spices to the lobsters in cans it was possible to enter the product under another tariff item applicable to crabs, lobsters, etc., prepared in some other manner than simply cooked or salted, for which the duty is 300 reichsmarks per 100 kg. net weight (\$0.3247 per pound). Under this duty 27,720 pounds of "spiced" lobsters were imported from Canada in 1929. This trade was developing as importers became more generally aware of this facility, but now the imports of "spiced" canned lobsters from Canada are likely to fall off as a new conventional duty has been introduced for canned lobsters from all countries having trade treaties with Germany, which does not include Canada.

INTRODUCTION OF NEW CONVENTIONAL DUTY

A supplementary agreement to the German-Swedish Commercial Treaty of May 14, 1926, was signed on November 30, 1929. This supplementary agreement provided for a conventional duty on lobsters of 200 reichsmarks per 100 kg. gross weight (\$0.21645 per pound). The agreement was to come into force on the exchange of ratifications, which took place to-day (February 11), so that henceforth lobsters from all countries having trade agreements with Germany will be subject to the new lower rate of duty, while canned lobsters from Canada will continue to pay the higher rates of duty. Newfoundland is included among the countries whose products enjoy most-favoured-nation treatment on importation into Germany. Accordingly German firms are actively seeking connections with Newfoundland exporters of canned lobsters. If sufficient supplies are forthcoming from this source, it is confidently predicted that canned lobster will supplant a large part of the Japanese crab meat now being imported into Germany.

MARKET REQUIREMENTS

Germany has always been a quality market for canned lobsters. Before the war only the highest quality of canned lobsters was imported from Canada. This has also been the case with the reduced quantities imported since the war, as firms were careful to pay the high duty only on goods of high quality. There is a distinct preference for Fancy Nova Scotia South Shore lobsters. However, shipments received from Prince Edward Island and New Brunswick in recent

years have given satisfaction, and the chief factor would appear to be the reputation of the shipper as regards satisfactory quality.

Before the war the chief demand in Germany was for one-pound flats, forty-eight cans to the case. These were imported to a large extent for the hotel and restaurant trade. There is still a good demand for one-pound flats, but the chief business is now in half-pound flats, ninety-six cans to the case. Only small quantities of quarter-pound flats, ninety-six to the case, are imported. Both labelled and unlabelled goods are imported, the former being mostly required by the dealers in the interior of Germany and the latter by the Hamburg distributors.

Canned lobsters can be sold in Germany either through a commission agent or direct to importers. The usual agent's commission is 2 or 2½ per cent. Sales are made mostly on the terms c.i.f. Hamburg, Bremen, Rotterdam, or Antwerp, payment on arrival of the goods or sight draft with full documents attached. There are only a few importing firms who would be prepared to open credits to cover purchases of canned lobsters. When it should again become possible to do business with Germany in Canadian canned lobsters, the Canadian Trade Commissioner at Hamburg would be able to assist exporters to form suitable connections.

STIMULATION OF RYE CONSUMPTION IN GERMANY

L. D. WILGRESS, CANADIAN TRADE COMMISSIONER

Hamburg, February 13, 1930.—Proposed measures are now receiving the consideration of the German Government, which are likely to have far-reaching consequences since they have in view the stimulation of the consumption of rye in Germany. The measures recently adopted to relieve the agricultural crisis have not served to materially improve the position of the rye producers, and rye prices still remain relatively more depressed than the prices of other grains. The law of July 4, 1929, regarding the compulsory milling of certain percentages of domestic wheat has served to support the prices of German wheat. The increase in the grain duties embodied in the law of December 22, 1929, was designed to further raise the price level for all kinds of grain, but at the same time the law will likely have a prejudicial effect on the export of grains through the duty value of the import certificates granted to grain exporters being fixed at lower rates than the corresponding customs duties. The law also gave the Government authority to grant a bounty on specially designated rye for fodder purposes, but the extent to which this provision can assist the rye producers will depend upon the amount of public funds available for this purpose.

PROPOSED NEW BREAD LAW

It is felt that in order to relieve the situation, further measures must be undertaken to stimulate the consumption of rye. Besides improving the position of the producers, an increase in rye consumption would also have an important bearing on the trade balance through reducing the quantities of wheat which must be imported from abroad. Intensive propaganda is now being undertaken to induce the German people to consume more rye bread. It is considered, however, that this cannot solve the problem and that some legislative action is necessary. Accordingly the Government have drafted a new Bread Bill, which has now been placed before the Reichsrat. The most important paragraphs of this bill stipulate that under the trade designation "rye bread" only such bread may be sold which is made from at least 95 per cent of rye, and that under the trade designation "wheat bread" only such bread may be

sold which is made from at least 95 per cent of wheat. Bread which is of a mixture of over 5 per cent of either one of the two kinds of flour may only be sold under the stated designation "mixed bread."

PROBABLE EFFECT OF PROPOSED MEASURE

It has been estimated that the above provision in the new Bread Bill, if enacted into law, would have the effect of increasing the consumption of rye by 500,000 metric tons. This would mean a substantial relief of the present surplus of rye on the German market. At the same time it is also expected that the imports of wheat would be reduced by a corresponding amount, viz. 500,000 tons or 18,300,000 bushels. In this way it is hoped to relieve the trade balance of an import to the value of \$28,500,000 annually.

It is contended that at present about 25 per cent of wheat flour is added in the making of rye bread, so that under the new Bread Bill 20 per cent of the grain used in making the present rye bread would be substituted by rye. Since the annual consumption of rye for the purpose of making bread is estimated at around 4,200,000 tons, this would mean an increase of 800,000 tons in the consumption of rye for this purpose. However, it would be necessary to allow for a certain deduction from this figure, since a certain amount of mixed bread would continue to be baked. A careful estimate of the expected increase in the consumption of rye for bread purposes through the provisions of the Bread Bill places it at 500,000 tons a year.

PRESENT CONSUMPTION OF BREAD GRAINS

The present annual requirements of bread grains for human consumption in Germany are estimated at around 4,200,000 tons of rye and 5,200,000 tons of wheat, so that the latter grain now accounts for about 55 per cent of the total. Germany produced last year a crop of 8,150,000 tons of rye and 3,350,000 tons of wheat. Normally about one-third of the rye crop is utilized for animal feeding, but even after deducting the rye used for this purpose there still remains a considerable surplus which must be exported, whereas in the case of wheat there is annually a deficiency of around 2,000,000 tons which must be made good by imports from abroad.

IRISH FREE STATE IN 1929

JOHN H. ENGLISH, CANADIAN TRADE COMMISSIONER

Dublin, February 10, 1930.—Generally speaking, trade in the Irish Free State was satisfactory during 1929 despite the unsettled monetary situation. For the past five years the country has continued to suffer from deflation, but now, in the opinion of the Governor of the Bank of Ireland, prices seem to have become stabilized, and as a result the future can be looked forward to with some considerable degree of confidence.

The most notable event of the year was the completion of the Shannon electrification scheme and the actual distribution of current from the turbines at Ardnacrusha. The scheme has been brought into operation with the goodwill of all parties, and, with their undivided support, it ought in due time to become a prosperous enterprise.

The year finished with an increase in the adverse balance of trade as contrasted with a continued decrease during the past five years. The railways, usually regarded as a trade barometer, showed reduced traffic receipts aggregating £155,227 for the three principal companies, as shown in detail in a following paragraph. However, the losses sustained in this direction have been more than made up for by the increase in bus passenger receipts, and undoubtedly, if a return for freight conveyed by road transport were compiled, it would at least offset the decline in railway receipts. The Dublin bank clearings for

1929 were lower than for 1928 by some £3,800,000, and would appear to indicate a shrinkage in internal trade. The receipts of the National Exchequer—a test of the state of trade as reflected by the consumption of dutiable goods—on the other hand, are encouraging. For the nine months of the fiscal year revenue showed an increase of £232,759, and expenditure a decrease of £308,463. This is a substantial improvement over a year ago.

The following, quoted from a speech by Senator Sir Walter Nugent, Bart., President of the Dublin Chamber of Commerce, while not necessarily indicative of the general feeling throughout the country, can be taken as accurately summarizing the trade conditions during the past year:—

It is pleasant to be able to record that the Irish Free State has made memorable progress during the year which has passed. Imports and exports for 1929 both show an increase over 1928, and, though bank deposits are down, advances to customers show an increase which would suggest that a healthier state exists in the business world. The completion of the Shannon scheme and the increased work being done at the Ford factory are both features worthy of being recorded, and point to renewed activity and further business development in the coming year.

A record harvest was successfully saved, but the agricultural interests, which, after all, are the most important assets we have, are still not on a very satisfactory footing, notwithstanding the very great efforts which we all acknowledge have been made, and are being made, by the Minister of Agriculture.

AGRICULTURE

The past year was in most respects a favourable one for agriculture generally. Crops were sown under favourable conditions and the harvest was bountiful. Abundant yields not only in Ireland but in other countries had the effect of keeping prices at a low level, particularly in the case of cereals and potatoes. During the closing months of the year the market for grain was dull and depressed, but the effects may be beneficial in Ireland in that it may awaken the farmers to the advantage of feeding their grain and marketing it in the form of live stock.

The trade in live stock followed much on the same lines as in previous years and was generally satisfactory. The end of the year developed a great shortage in pigs, which sent prices soaring and resulted in the threatened closing down of a number of bacon factories.

Graziers had a fairly prosperous year with an improved level of prices ruling. The cattle trade received a temporary setback from the early drought, but an improvement later reasserted itself with advantage to those who had held over stocks. The fat cattle trade was steady throughout the year, and if fodder shortage in England does not force under-finished stock on the market the prospects are reassuring. Sheep prices showed some falling off, but pigs were an improved trade, the benefits of which were largely minimized, however, by a dearth of stocks.

Acreage under Crops.—The annual review of the land under cultivation in the Irish Free State showing the condition as on June 1, 1929, points to a decrease in acreage for practically all items, with the exception of oats and hay. There was a decrease of 7,469 acres, or 5 per cent in unploughed land. The following table gives the comparative figures for the years 1928 and 1929 of the principal crops under cultivation:—

	1929 Acres under Crop	1928 Acres under Crop
Oats	666,233	648,615
Barley	117,591	129,092
Wheat	28,583	31,330
Rye	4,100	4,908
Potatoes	362,854	363,814
Turnips	187,944	189,428
Mangels	83,333	84,555
Sugar beet	13,039	16,624
Flax	6,283	8,032
Fruits	7,822	7,334
Hay	2,334,064	2,155,436

The total area under crop was 3,855,527 acres, as compared with 3,684,368 acres in 1928.

Live Stock.—The numbers of live stock have remained comparatively steady during the past year, except in the case of pigs, which show a decline of over 20 per cent. The following table gives the actual figures for the year:—

	1929	1928
Cattle	4,136,847	4,124,515
Sheep	3,375,437	3,263,196
Pigs	945,182	1,182,757
Horses	436,088	432,900
Poultry	22,088,686	21,714,499

BANK CLEARINGS

The Dublin bank clearings for the year show a decrease of £3,877,700 from 1928, as contrasted with an increase in 1928 over 1927 of £3,798,200. The figures for clearings in 1929 represent scarcely more than 50 per cent of those for the year 1920. For the past ten years the clearings were as follows:—

	Total	+ Increase — Decrease
1920	£154,080,700	.....
1921	362,903,500	— £91,177,200
1922	320,390,600	— 42,512,900
1923	316,956,600	— 3,434,000
1924	279,369,900	— 37,586,700
1925	263,108,300	— 16,261,600
1926	244,653,800	— 18,454,500
1927	248,452,000	+ 3,798,200
1928	251,630,500	+ 3,178,500
1929	247,752,800	— 3,877,700

The year closed with an official bank rate of 6 per cent.

STATE FINANCES

The Free State Exchequer return for the nine months ending December 31, 1929, makes a more satisfactory showing than was the case at the same period in 1928. The revenue for the period stands at £16,657,962, an increase of £232,759 over 1928, while expenditure totals £18,044,559, a decrease of £308,463 from 1928. The total receipts for the year to December 31 are £21,496,962 as against £19,136,403 for 1928, while total issues are £21,399,029 as compared with £21,076,737 for the 1928 period. This shows a surplus of total receipts for 1929 amounting to £97,933, as against an excess of expenditure over receipts for the 1928 period of £1,940,334.

ROAD AND RAIL TRAFFIC

The year 1929 has not been an easy one for the Irish railways. Continued depressed trade conditions are responsible in some measure for the decrease in traffic receipts, but more strenuous competition from motor bus services is the chief cause. The final traffic statements for 1929 show in the case of each Irish railway a substantial decrease in receipts. The Great Southern Railway, the largest system, shows total receipts for the year of £3,953,993, a decrease of £149,720 from a year ago, while the Great Northern Railway, which operates chiefly into Northern Ireland, shows a decline of £4,825 for the year to a total of £1,514,900.

While railway traffic receipts have shown a substantial and continued decrease over the past few years, the loss is more than made up for by the rapid development of the country's motor bus services. According to a return issued by the Department of Industry and Commerce, the total number of vehicle-miles run by motor services during the eleven months January to November, 1929, was 21,138,000, as compared with 15,078,000 a year ago. Passengers carried during the same periods increased from 27,300,000 to 43,437,000, and the gross receipts increased from £557,032 in 1928 to £742,917 in 1929.

INDUSTRY

No official figures have been issued covering the particular state of the manufacturing industries for the past year. Generally speaking, however, industry appears to have had a fairly good year, as reflected in the increased receipts of business profit taxes by the national exchequer.

The outstanding development during the year, aside from the electrification of the river Shannon, has been the Ford tractor factory at Cork. More than 5,000 hands are now employed, with a weekly payroll reported to be in the neighbourhood of from £15,000 to £20,000. For the first time the export of tractors appears in the trade returns, shipments during the year amounting to £1,807,277.

The brewing and distilling businesses have likewise improved their position during the year and exports have been more than maintained.

The efforts of protective tariffs have been favourable in some of the smaller industries, and in a number of cases application has been made to have new tariffs imposed or existing tariffs increased. Applications now before the Tariff Commission include the following commodities: wrapping paper; leather; and motor vehicle bodies.

FOREIGN TRADE

The preliminary trade returns for the calendar year show that, excluding non-dutiable goods by parcel post, the total volume of trade during 1929 was £107,349,000, as compared with £103,183,000 for the preceding year—an increase of £3,451,000. The import trade for the period totalled £60,221,422 as against £58,374,664 last year, and the exports £46,061,657 in 1929 and £44,809,112 in 1928. As will be seen, both imports and exports show an increase over the previous year.

The adverse balance of trade or—what is more accurate—the excess of imports over exports stands at £13,093,000, or £241,000 more than at the same date in 1928, when it amounted to £12,852,000.

Great Britain and Northern Ireland continue to be the best customers of the Irish Free State, together taking 88 per cent of the total exports from this country. On the other hand, the Free State continues to purchase most of her imports from Great Britain. The following figures show the results of the year's trade:—

Country	Year	Imports	Exports
Great Britain	1928	£39,198,175	£38,120,828
	1929	40,820,098	37,861,312
Northern Ireland	1928	6,026,951	5,026,881
	1929	6,023,050	4,926,899
Other countries	1928	13,149,538	1,661,403
	1929	13,378,274	3,273,446
Total	1928	58,374,664	44,809,112
	1929	60,221,422	46,061,657

Among the countries specified in the above table as "other," the United States holds first place both in imports and exports, imports from the United States totalling £4,756,044 and exports to the United States £976,124. The Argentine Republic, as in 1928, stands second, and is followed by Germany. Trade by principal countries follows:—

Trade by Principal Countries

Country	Imports		Exports	
	1928	1929	1928	1929
Great Britain	£39,198,175	£40,820,098	£38,120,828	£37,861,312
Northern Ireland	6,026,951	6,023,050	5,026,881	4,926,899
United States	3,795,838	4,756,044	311,049	976,124
Argentina	2,810,914	2,440,709	5,067	21,644
Canada	1,034,711	773,935	61,166	82,704
Germany	1,829,473	1,541,494	271,032	326,950

Trade by Principal Countries—Concluded

Country	Imports		Exports	
	1928	1929	1928	1929
Holland	650,625	549,978	98,097	138,092
Belgium	690,221	721,675	160,928	164,967
British India	82,391	42,695	86,389	77,712
Sweden	515,544	554,102	555	23,372
France	433,144	396,806	99,909	179,469
Australia	151,784	366,795	16,398	170,266
Czechoslovakia	115,196	109,317	70	27
Portugal	129,919	118,228	118	2,427
Spain	126,966	115,266	31,652	49,866
South Africa	40,818	475	19,914	27,154
Italy	64,691	89,267	7,206	173,812
Norway	105,314	138,036	32,388	27,005
Latvia	128,383	143,661	.....	.....
Straits Settlements	17	198	71,693	67,968
Russia	23,816	33,529	1,945	205,491
New Zealand	134	241	66,056	56,802

EXPORTS

Irish Free State exports for the past year record an increase of £1,252,545: from £44,809,112 to £46,061,657.

The largest export item continues to be live cattle, which totalled £13,549,485 in 1929, and showed a substantial increase over 1928. Practically all classes of live animals showed increases, while fresh beef and pork declined. Fresh milk and cream, both promising trades, likewise suffered a setback in export trade, but butter increased slightly to a total value of £4,554,855, and eggs to a total of £3,218,702.

In manufactured products, the most important, porter and stout, rose from £4,469,678 to £4,790,353, while for the first time agricultural motor tractors appear in the export statistics in volume: exports were valued at £1,807,277, as compared with nil in 1928.

The following table shows comparatively the principal exports for 1928 and 1929:—

Article	Unit	Quantity		Value	
		1928	1929	1928	1929
Cattle . . . . .	..no.	748,767	774,733	13,169,194	13,549,485
Butter . . . . .	..cwt.	559,134	560,482	4,536,321	4,554,855
Eggs in shell . . . . .	..gt. hund.	5,046,487	4,810,940	3,120,232	3,218,702
Bacon and hams . . . . .	..cwt.	574,243	496,562	2,832,284	2,816,553
Horses . . . . .	..no.	11,715	10,898	2,504,707	2,517,522
Pigs . . . . .	..no.	314,602	307,208	1,872,492	1,993,283
Tractors and parts . . . . .	..£	.....	.....	.....	1,807,277
Sheep . . . . .	..no.	686,116	576,839	1,376,943	1,381,860
Fresh pork . . . . .	..cwt.	359,668	273,201	1,414,747	1,202,613
Wool . . . . .	..cental	122,843	131,155	846,873	832,701
Poultry, dead . . . . .	..cwt.	107,625	124,653	693,810	740,594
Hides and skins . . . . .	..£	.....	.....	702,733	560,972
Biscuits . . . . .	..cwt.	103,663	94,179	549,373	502,681
Fish . . . . .	..£	.....	.....	695,951	493,550
Cream . . . . .	..gall.	932,144	807,697	504,856	416,465
Woollen goods (except apparel) . . . . .	..£	.....	.....	267,817	279,569
Oats . . . . .	..cwt.	997,483	656,615	439,518	240,164
Poultry . . . . .	..no.	1,071,195	1,139,375	191,460	209,087
Wearing apparel . . . . .	..£	.....	.....	191,601	183,075

IMPORTS

Imports of all classes continued in 1929 in substantial volume and exceeded the total for 1928 of £38,374,664 by nearly £2,000,000, reaching £60,887,422. While decreases in imports were apparent in certain commodities such as condensed milk, butter, wheat flour, preserved fruit, wooden manufactures, soap, and a few other items, generally speaking the quantities imported were not

greatly less than during 1928. On the other hand, there are a number of commodities of particular interest to Canada which in some cases show considerable increases in value and volume over the preceding year. Among these are bacon and hams, which increased by some £150,000 to a total of £2,627,094. Wheat importations increased from 4,899,600 cwt. to 5,865,578 cwt., while to correspond wheat flour imports declined by over 60,000 cwt. One of the largest proportionate increases appears in barley, which increased from 233,428 cwt. in 1928 to 458,149 cwt. last year. Tea imports, which stand at the total figure of 23,768,000 pounds, increased in quantity just over 1,000,000 pounds, while a similarly large increase is recorded in the case of unmanufactured tobacco, which totalled 9,421,890 pounds in 1929.

An interesting sign of the gradual return of agriculture and industry to more favourable conditions is seen in the increase in imports of machinery and implements, while both touring and commercial automobile imports increased 50 per cent over the year 1928 to a total of 8,715 units with a value of £1,360,244. While not so large as during the construction stages of the Shan-non Power Scheme, imports of electrical goods increased during the past year from £552,999 to a total of £615,690.

The following tabulation shows the principal imports according to value as compared with 1928:—

Imports—Valued at £500,000 and over

Article	Unit	Quantity		Value	
		1928	1929	1928	1929
Wheat.. . . .	cwt.	4,899,600	5,865,578	2,912,809	3,186,842
Maize	cwt.	7,689,881	7,132,089	3,533,702	3,158,840
Coal.. . . .	ton	2,405,269	2,461,129	3,024,413	3,145,050
Wheat flour	cwt.	3,174,719	3,112,567	2,639,575	2,438,734
Tea.. . . .	lb.	22,751,138	23,768,100	2,299,494	2,345,327
Manufactures of iron and steel (excl. cutlery and machinery)				2,126,432	2,276,762
Cotton goods.. . . .				1,851,774	1,900,523
Boots and shoes.. . . .	doz. pr.	399,982	414,924	1,790,090	1,746,221
Bacon and hams.. . . .	cwt.	341,518	359,886	1,477,757	1,627,049
Horses.. . . .	no.	4,658	4,430	1,278,178	1,319,226
Sugar.. . . .	cwt.	1,609,201	1,580,681	1,438,459	1,266,208
Paper and cardboard				1,163,173	1,161,482
Hosiery.. . . .				1,067,492	1,093,637
Motor cars, touring.. . . .	no.	5,263	7,627	877,467	1,174,142
Timber, hewn, sawn, etc.				933,610	995,805
Fertilizers.. . . .	ton	177,234	238,228	573,522	760,349
Electrical goods.. . . .				552,999	615,690
Oilseed cake and meal.. . . .	cwt.	951,926	971,068	596,459	620,877
Tobacco, unmanufactured.. . . .	lb.	8,277,273	9,421,890	532,150	612,409
Cutlery, hardware and implements.. . . .				555,606	581,276
Motor parts and accessories.. . . .				562,305	504,262

EMIGRATION

As was the case last year, emigration from the Irish Free State has continued to show a steady and substantial decline during 1929. The following table shows the number of emigrants of Free State nationality to countries other than European or Mediterranean:—

Year	Total Emigrants	Country of Destination			
		U. States	Canada	Australia	Other
1924	19,077	12,016	5,237	1,138	656
1925	30,180	26,431	1,858	1,076	815
1926	30,041	26,063	1,989	1,267	722
1927	27,148	23,793	1,814	1,036	505
1928	24,691	21,684	1,598	806	603
1929	20,802	18,035	1,766	497	504

This decline might be considered as a favourable indication that business conditions throughout the country have taken a definite turn for the better,

particularly in the rural districts, from whence most of the emigrants are drawn. While much remains to be done for the farming community, the steps already taken by the Department of Agriculture in assisting dairying and cattle raising, as well as the better demand for Irish farm products in Great Britain, are undoubtedly reflected in the emigration figures. The reduction in the United States quota for Irish immigrants can be said to have had little or no effect on the numbers, as the figures for the past year are considerably below the limit permitted by the United States Government.

COST OF LIVING

According to the official Government cost of living index for the third quarter of 1929 (i.e. October), the index number in the Irish Free State stood at 179 as compared with 176 a year ago, and as compared with 165 for the United Kingdom and Northern Ireland. This is an increase in the cost of living in the Free State of three points, which now stands at 14 points above Great Britain. The following are the cost of living index numbers for the Irish Free State and the United Kingdom, taken from the official returns of the Department of Industry and Commerce, Dublin. The figure given for each year is the average of the four periods (January, April, July, and October) officially recorded by the Free State Government.

Cost of living: Basis, July, 1914 = 100

Year	Irish Free State Yearly Average	Great Britain and Northern Ireland Yearly Average
1922	188.3	184.0
1923	184.2	174.0
1924	185.5	174.0
1925	189.7	176.0
1926	184.7	171.7
1927	174.7	168.2
1928	174.0	165.7
1929	175.7	163.7

MARKET FOR FROZEN SALMON IN SCOTLAND

G. B. JOHNSON, CANADIAN TRADE COMMISSIONER

Glasgow, February 14, 1930.—Glasgow and Scotland generally are becoming increasingly important as markets for frozen salmon. This city is probably better supplied with fresh fish than any other in the United Kingdom and fish holds an important place in the diet of the population.

Because it is a river port in the fish trade, Glasgow is a "middle" market, as contrasted with a primary market such as Aberdeen, or—to the extent that fish is packed and reshipped at Glasgow—with consuming centres away from the seaboard.

Selected haddock is the best selling variety, followed closely by whiting, cod and codlings, while flat fish, such as halibut and lemon soles, are in considerable though less demand. These are all prime quality, fresh line-caught or trawl fish, and arrive in Glasgow not more than one or two days after catching. The bulk of the supplies comes from Aberdeen and Oban—and from stations on the Firth of Tay and the Moray Firth; supplies from more adjacent fishing grounds arrive the day they are caught, and are disposed of at the fish market on the day received. About one hundred tons are delivered in Glasgow every morning.

In spite of the excellent supplies of fresh fish that are available, however, there is a fair and growing demand for frozen salmon which is frequently procurable at less than one-third the price of the best fresh Scotch salmon—a product that is quite beyond the means of the general public. It is stated that

many of the hotels and restaurants, as well as the boarding houses, buy frozen salmon, prepare and serve it cold, or in the form of "fresh" salmon salad.

Undoubtedly as the average housewife becomes better educated in the proper way of preparing frozen salmon, its sale will continue to increase. In the opinion of the trade this is the main line of advance, and one large firm with branches all over Scotland has issued a small pamphlet describing the best methods of preparation. This firm has engaged a cookery expert and her experiments have been most satisfactory, and her endorsement has also been given to the fine quality of Canadian frozen salmon when cooked according to these instructions.

Until recently there has not been a large trade in frozen salmon. Newfoundland supplies the bulk of the fish, while Canada, West and East, comes next. Chilled salmon is imported from Iceland and Norway. This is an excellent fish, and is more expensive than the Newfoundland variety, due primarily to the relatively fresh condition in which it arrives. The Newfoundland salmon in turn is slightly dearer than the British Columbia variety, though not entirely for the same reason. The Newfoundland salmon is looked upon in this country as a real "Atlantic salmon" of the same variety as is caught in the waters of France, Norway, Iceland, and Scotland. British Columbia frozen salmon, on the other hand, is not so well liked, and is looked upon more as a "bull-trout." This is especially true in the case of the pale varieties, some of which occasionally find their way into a red pack. The steelhead is in better demand, but one dealer claims that even this variety has lost favour to the Newfoundland salmon.

At the present time a certain brand of Canadian chilled salmon is being featured by a large retail firm with many branches, and is retailing at 1s. 4d. (32 cents) per pound. The Newfoundland salmon is selling at 1s. 9d. (42 cents), while supplies from Iceland, when available, sell at 2s. to 2s. 6d. (48 to 60 cents). The best grade of fresh Scotch salmon retails as high as 5s. and 6s. (\$1.21 and \$1.46) per pound.

The market price at the present time, however, is exceptionally high, due to bad weather and poor fishing conditions during the past few months, and a consequent shortage of supplies. This position will doubtless not be long maintained, and by midsummer plentiful supplies should be available at about 2s. 6d. (60 cents).

The demand for frozen salmon, however, does not diminish with greater supplies of fresh fish, as it is even better in the summer months when fresh fish is most plentiful. No doubt this is accounted for by the general inclination at that season for cold foods and salads. The present wholesale price for fresh salmon is 3s. 6d. (85 cents) per pound, while frozen salmon can be bought for 9d. to 1s. (18 cents to 24 cents).

The Newfoundland salmon is shipped to this market with heads on. It is frozen as soon as it is caught, and thus arrives in the best condition and without any unnecessary handling which may cause deterioration. Most of the British Columbia product, on the other hand, is shipped heads off and dressed. This cutting, it is said here, breaks the surface of the flesh and allows much of the natural oil and flavour to escape and the fish to become dry. Generally speaking, the Newfoundland salmon has more oil, and tastes better than the Western, though it does not look so well or keep so long. The British Columbia salmon will keep for six months in cold storage without visible signs of deterioration, and it is slightly cheaper in price and better frozen.

The largest distributor of frozen salmon in Scotland—the Glasgow firm above referred to—has recently received a large shipment of 50,000 pounds direct from the British Columbia coast. Supplies were formerly received via Liverpool. This direct contact is further evidence of the increasing importance of the frozen salmon trade in Scotland.

SCOTTISH MARKET FOR DRESSED POULTRY

G. B. JOHNSON, CANADIAN TRADE COMMISSIONER

Glasgow, February 15, 1930.—There is to-day a much better demand for dressed poultry in Scotland than has ever been the case before. This is the opinion of one of the largest fish and poultry distributors in Glasgow, as well as of the general trade. Not only have the public become more educated to its use, but the poultry pack itself is much better graded and handled than formerly, and this itself has given an impetus to the trade.

Ireland has been, and remains, the chief source of supply for dressed poultry in Scotland. Home production supplies most of the remaining demand. Last year, owing to the scarcity of Irish supplies, some Russian chickens were brought in through a London dealer, and, generally, speaking, were quite satisfactory and slightly cheaper in price. One local dealer, however, received complaints that Russian chickens were rather fat and oily when used in the pot and for soups. Some Belgian poulards have also been imported, but are considered too expensive for this market. Another dealer states that satisfactory supplies of American chickens were received a couple of years ago. They were landed at Liverpool and had to be reshipped. Evidently the order was not large enough to command a direct shipment.

As far as can be ascertained, however, little Canadian poultry has so far been seen in Scotland. Three years ago this office arranged for a trial shipment, which came forward in March from a company in Ontario. Unfortunately it was improperly packed, and the price was rather high. Even so it seems a pity that the Canadian firm abandoned without further effort its attempt to get a footing here. Later on the Glasgow firm gave a trial order for 200 birds to a Western co-operative association, but overland transportation charges absorbed too great a share of the proceeds. The Glasgow firm is still in the market to buy Canadian birds, and are willing to consider agency arrangements for Scotland, in which case, they are prepared to put men on full time for the sale of Canadian chickens.

At this season fresh chickens are scarce and store chickens are mostly being used. This condition will obtain until April or May, when next season's birds begin to come in. This gap, however, is growing less each year, due primarily to winter hatching, and the time may soon come when *fresh* dressed chicken will be available in quantity all the year round. Many poultry farmers in Northern Ireland have established incubators and are hatching in December and January, which will put chickens in readiness for the market by April. Winter hatching is a risky business, however, and is not yet done in quantity owing to the loss from cold and frost.

It is estimated that with care a chicken can be ready for the market in from two to three months. The average length of time is six months. The average age of fowl is two years.

As all Canadian offerings must be considered as chilled or frozen, they would find a better market during the winter when fresh supplies are not so plentiful, and particularly for the Christmas trade.

One large firm in Glasgow, other than that mentioned above, think Canadian poultry is worth a trial and are looking for a source of supply. Only the best-grade dressed poultry should be offered in this market, preferably 3 to 4½ pounds in weight, packed twelve to the box, individually wrapped in white paper. The box should be close and wire-bound. Chilled and frozen poultry should also be bled, not drawn, to avoid possible discoloration of the neck.

First-grade Irish chickens are now being sold from the market, wholesale, at 1s. (24 cents) to 1s. 2d. (28 cents) per pound. They retail at 1s. 6d. (36

cents). Second-grade chickens are sold at 11d. (22 cents) to 1s. (24 cents) wholesale, and third-grade 9d. (18 cents) to 11d. (22 cents).

Fowls, prime	9d.-10½d.	(18 cents to 21 cents wholesale)
Seconds	8d.-10d.	(16 cents to 20 cents)
Shorts	5d.-7d.	(10 cents to 14 cents)

Fresh Irish chickens are packed twelve to the box, breasts up, drawn, not bled. They vary in weight from 36 to 60 pounds per dozen. The average and best selling weight is from 3½ to 4 pounds each.

Fowls are packed, ungraded, three or four dozen to the box.

There is also a fair demand for Irish ducks, which retail at 1s. 6d. (36 cents), and a seasonal demand for turkeys at 1s. 8d. (40 cents) and 1s. 10d. (44 cents). The demand for geese is very limited in Scotland at 1s. (24 cents). A better demand for geese and ducks exists in England.

The Irish chicken is preferred in this market mainly because the flesh is of a softer, cleaner texture. This is thought to be due to the lime in the ground in the North of Ireland. No chickens are imported to this market from the South of Ireland.

Most of the Irish supplies arrive from November to May, as the boat trip and consequent extra handling is unsatisfactory in warm weather. Home supplies extending from Dumfries in the south to the very north of Scotland, are used almost exclusively from May to December.

LEATHER AND HIDES IN THE NORTH OF ENGLAND IN 1929

GERALD A. NEWMAN, ASSISTANT TRADE COMMISSIONER

Liverpool, February 11, 1930.—The main imports of leather from Canada into the United Kingdom fall into two classes, sole leather and patent leathers; other types have been brought in from time to time, but have found competition too keen to allow for the continuous sale of large quantities.

The total imports of leather, undressed, hides into the United Kingdom in 1929 totalled 473,892 cwts. against 678,760 cwts. in 1928. Diminished importations affected all sources of supply. Imports from Canada amounted to 3,383 cwts. as compared with 16,128 in 1928. In the patent leather class imports were 19,116 cwts. as against 25,079 cwts. in 1928. All sources of supply were affected, with the exception of the Netherlands; Canada's contribution was 3,423 cwts. as against 5,016 cwts. in 1928.

As might be expected in a market of falling imports, prices were low. There has been a marked reaction from the boom of some eighteen months ago, but what is even more evident is that the leather trade—and the sole leather section in particular—has not escaped the general depression. Shoe manufacturers, according to one authority, have practically discontinued any forward buying of leather. Another factor in the trade which is causing considerable anxiety to the leather dealers is the increased use of composition soles which has caused a marked decrease in the demand for leather. Composition soles are now being heavily advertised by the retail dealers. Leather merchants are advocating organized publicity as a measure of defence.

Composition soles are regarded as having very good wearing quality. Numerous brands are advertised on this market, and one manufactured by a Canadian firm is said to be having the largest sale. Besides the two influences which have already been outlined, trade in sole leather has ceased to be seasonal. This and the reduced demand for heavy leathers used in boots for rough work has forced sole leather tanners to concentrate on medium and light bends. The continued low price itself has also no doubt had a bearing on the

tendency to use lighter weights than formerly. There is a steady demand for medium and light bends of dependable averages at prices ranging from 15d. to 18d. spot (30 cents to 36 cents).

It is stated that there was a market for Canadian sole leather at a price which averaged around 30 cents a pound f.o.b. Atlantic ports for bends, 25 cents to 30 cents for shoulders, and about 17 cents for bellies. Freight rates from Atlantic ports to Liverpool were given as \$1 per 100 pounds on the regular steamship services and 60 cents per 100 pounds by tramp boats.

At present both Canadian and United States tanners are finding it difficult to compete with the English product, and domestic market prices in Canada are also more attractive than those in the United Kingdom.

In upper leathers, although the note of depression was present during 1929, it was not quite so apparent as in sole leathers. There apparently was a fairly steady demand for willow calf, black and brown glacé kid and box calf. Germany, the Netherlands, France and the United States are the main sources of supply. Prices for patent leather continued on a low level throughout 1929, and competition was exceedingly keen.

HIDES

The export of Canadian hides to the United Kingdom has never been large. This market, like that of leather, with which it is so closely associated, suffered during 1929. A few years ago prices of hides were fairly low, and it appeared to be a good time to buy. In the early part of 1927 a world shortage was anticipated which finally did not occur, and this accelerated buying. A certain amount of speculation forced prices up even further, and it was only at the close of 1928 that it was fully realized that the stocks of hide were far too large for the limited demand. Those shoe factories that had expanded enormously during the war found that they had to curtail their output for peace-time requirements. Finally, the general depression in the industrial trades made itself felt in the decreased buying power of the public. These various influences, as well as the increased use of substitutes for sole leather, combined to force the price of hides down to a low level in 1929.

The following are approximate relative values of some of the principal classes of hides compared with those of a year ago. The decline in the prices shown, is significant.

	End 1928	End 1929
Argentine Frigorifico ox, summer hair, S/W ..	11 ⁷ / ₁₆ d.	8 ³ / ₄ d.
Uruguay Saladero ox summer hair S/W	11 ⁵ / ₁₆ d.	8d.
Rio Grande Saladero ox summer-hair, S/W ..	10d. to 10 ¹ / ₂ d.	6 ³ / ₄ d.
Dry Buenos A. Americanos, 30% Desechos ..	16 ¹ / ₄ d.	9 ³ / ₄ d.
Antofagasta salted	9d. to 9 ¹ / ₂ d.	6d.
Payta drysalted	10d.	6 ³ / ₄ d.
Queensland drysalted meats	12 ³ / ₄ d.	8 ¹ / ₄ d.
Kano Nigerians	15d.	8 ³ / ₄ d.
Chicago heavy packers	22 ¹ / ₂ cts.	16 cts.

The imports of hides into Liverpool were considerably below those of 1928, the total imports for 1929 being 1,898,135 as compared with 2,799,712 in 1928. These figures represent a general total of imports of bales and casks, etc., according to the method of shipment from the various sources of supply. Of this total a few of the more important classes were as follows:—

	1928	1929
River plate, dry	127,785	58,666
River plate, salted	196,692	138,413
W.C. S. American, dry	13,747	7,465
W.C. S. American, salted	4,220	2,613
East Indian kips	100,000	12,020
East Indian buffs	331,065	236,233
African West	286,560	208,849
African East	948,258	522,143
African South	282,220	138,850

Some of the sources of supply which were opened up during the boom period of 1927-28 have now decreased their shipments, and some have gone out of the market, as little or no profit can accrue to the original producer at present prices.

A more recent feature on the market has been the reduced demand by American buyers of South American hides, who bought heavily in anticipation of an increased tariff which has not so far come into effect. This reaction has again reduced hides within the past two weeks to extreme low levels on the United Kingdom market. The price of hides, which is now below pre-war levels, will enable leather and shoe manufacturers to produce their goods with a fair margin of profit. The difficulty, however, is that even though this margin of profit exists, the outlet under present trade conditions is not large enough to greatly revive business.

It is apparent that when River Plate dry, good heavy hides are running from 8½d. (17 cents) to 11d. (22 cents) per pound, common from 6d. (12 cents) to 7d. (14 cents) per pound, and salted good heavy at net prices varying from 6¾d. (14 cents) to 9d. (18 cents)—which are the figures submitted by one Liverpool brokerage house for January 8, 1930,—the market is very low. As far as Canadian producers are concerned, better prices prevail in home markets than overseas.

SHIPMENT OF SOUTH AFRICAN CATTLE TO BIRKENHEAD

HARRY A. SCOTT, CANADIAN TRADE COMMISSIONER

Liverpool, February 19, 1930.—In July, 1925, an experimental shipment of Rhodesian cattle to England arrived at Birkenhead lairage. The prices realized were rather low considering the transportation and other expenses involved. Since then, however, occasional further shipments of Rhodesian cattle have been made to Birkenhead; the latest on record was one of 265 cattle which arrived in July, 1929. The formidable difficulty of transportation has so far hindered development.

Meanwhile, an initial shipment of live cattle from the Union of South Africa to Birkenhead has arrived within the past two weeks. These cattle, which are understood to have come mainly from the Orange Free State province, and were shipped from Cape Town, numbered 90 head of shorthorns, but owing to tempestuous weather and the resultant late arrival of the vessel, eleven head had to be jettisoned. The majority of the consignment is reported to have arrived in good condition, apart from a certain loss in fat. Dealers who had the handling of the shipment at Birkenhead state that the cattle were, on the whole, the finest lot yet received from Africa and quite suitable for British market requirements. Owing to the smallness of the number they were kept alive for a week, and after being slaughtered the best beef was despatched to London and Manchester, the remainder being disposed of at Birkenhead and Liverpool. Best sides realized around 8d. (16 cents) to 8½d. (16½ cents) per pound, dead weight.

As in the case of the shipments from Rhodesia, the exporters had a good deal of difficulty in securing a steamer to handle this consignment, and it is problematical whether the cost of transportation will allow exporters in South Africa to undertake large shipments at a profit.

Meanwhile, it is understood that a further shipment of Rhodesian cattle to this market has been arranged for next month, and that some animals from the Union may also be included in the same vessel. An additional shipment from South Africa has also been planned for later in the spring, providing that satisfactory freights can be obtained.

Unfortunately, the trade in Canadian live cattle to Birkenhead and Manchester, which reached considerable proportions some years ago, and particu-

larly during 1924 and 1925, has completely fallen off. The latest shipment reported to this market was in the summer of 1928, when a small experimental lot was sent from Western Canada. The prices realized did not encourage further shipments, and unless market conditions in Canada and the United States show a substantial change, there is little hope of reviving this trade for the time being.

NORTHEAST ENGLAND ELECTRICITY SCHEME

HARRY A. SCOTT, CANADIAN TRADE COMMISSIONER

Liverpool, February 14, 1930.—During the past year the Central Electricity Board made further progress with the national reorganization of electricity supply in Great Britain. The Central Electricity Board was created by Act of Parliament in 1926 to adopt and put into operation schemes whereby the most efficient stations are to be interconnected so as to form a single system, while the less efficient will in due course be closed down, thus enabling considerable economies to be effected. Early in 1929 details were announced of the Mid-East England Scheme, covering principally the counties of Yorkshire, Lincoln, Rutland, and part of Nottinghamshire and Derbyshire. Schemes covering Central Scotland, Southeast England, Central England, and Northwest England and Wales have already been announced.

Recently announcement has been made of a further plan to be known as the Northeast England Scheme in connection with the Central Electricity Board's undertaking. According to a recent press statement, this embraces an area of over 5,000 square miles, covering the counties of Northumberland, Durham, and part of the North Riding of Yorkshire, with a population at the last census of over 2,600,000. The district embraces densely populated industrial areas engaged in shipbuilding, coal, iron and steel, engineering, and chemical trades. These industries are mainly located in the coastal region and on the banks of the Tyne, Wear, and Tees rivers. In view of the organized and intensive electrical development in the industrial section of this area—of which the greater proportion has been carried out at a non-standard frequency of forty cycles per second—the preparation of this scheme has involved economic and engineering considerations of an unusual character.

It will be necessary, in order to link up the Northeast Coast with the national "grid" system, to bring all the electrical machinery and apparatus in the area into line with the standard "frequency" of fifty cycles per second. The gross expenditure involved in standardization is estimated to be at least £9,000,000 (\$43,800,000), to be carried out on a five-year program, and the construction of the "grid" in the Northeast England area will, it is expected, cost a further £1,000,000 (\$4,870,000).

INDIA'S FOREIGN TRADE DURING DECEMBER

RICHARD GREW, CANADIAN TRADE COMMISSIONER

[NOTE.—At par value of exchange 1 rupee is equal to 36 cents in Canadian currency.]

Calcutta, January 27, 1930.—The trade returns of British India for December, 1929, show, as compared with the preceding month, decreases in the values of imports and exports with an increase in re-exports.

The imports of private merchandise totalled Rs.170,300,000 (\$61,308,000) as against Rs.225,000,000 (\$81,000,000) in November, 1929, and showed a decrease of Rs.54,700,000 (\$19,692,000) as compared with the preceding month. The value of exports of Indian produce and manufactures decreased by Rs.34,300,000 (\$12,348,000) from Rs.268,000,000 (\$96,480,000) in November, 1929, to

Rs.233,700,000 (\$84,132,000) in December, 1929, while re-exports rose by Rs.1,900,000 (\$684,000) to Rs.7,300,000 (\$2,628,000).

Treasure on private account, including currency notes, showed a net import of Rs.14,600,000 (\$5,256,000) in December, 1929, as against Rs.20,900,000 (\$7,524,000) in the preceding month and Rs.29,800,000 (\$10,728,000) in December, 1928. The import and export figures of gold and silver during the nine months April to December, 1929, compare as follows with the corresponding period of the preceding year:—

	Nine Months, April to December		Decrease (—) in 1929 as compared with 1928
	1929	1928	
Gold imported	Rs.107,600,000 (\$38,736,000)	Rs.141,300,000 (\$50,868,000)	Rs.33,700,000 (\$12,132,000)
Gold exported	Rs. 100,000 (\$ 36,000)	Rs. 200,000 (\$ 72,000)	Rs. 100,000 (\$ 36,000)
Silver imported. . . .	Rs. 85,800,000 (\$30,888,000)	Rs.129,700,000 (\$46,692,000)	Rs.43,900,000 (\$15,804,000)
Silver exported. . . .	Rs. 12,000,000 (\$ 4,320,000)	Rs. 27,200,000 (\$ 9,792,000)	Rs.15,200,000 (\$ 5,472,000)

Measured by the statistics of merchandise and treasure, the total visible balance of trade in December, 1929, was Rs.57,100,000 (\$20,556,000) in favour of India as compared with Rs.28,900,000 (\$10,404,000) in November, 1929, and Rs.55,200,000 (\$19,872,000) in December, 1928. During the nine months ended December, 1929, the visible balance of trade in merchandise and treasure was Rs.416,200,000 (\$149,832,000) in favour of India as compared with Rs.397,600,000 (\$143,136,000) in the corresponding period of the preceding year. The balance of remittances of funds in December, 1929, was minus Rs.104,100,000 (\$37,476,000) and in the nine months ended December, 1929, minus Rs.199,200,000 (\$71,712,000).

CHANGES IN IMPORTS

As compared with December, 1928, the imports of food, drink, and tobacco in December, 1929, declined by Rs.7,600,000 (\$2,736,000) to Rs.29,200,000 (\$10,512,000), and those of manufactured articles by Rs.10,100,000 (\$3,636,000) to Rs.121,400,000 (\$43,704,000), while raw materials rose by Rs.2,500,000 (\$900,000) to Rs.15,000,000 (\$5,400,000). Under food, drink, and tobacco, imports of sugar declined in quantity by 20,000 tons to 55,000 tons and in value by Rs.4,000,000 (\$1,440,000) to Rs.8,800,000 (\$3,168,000). The imports of beet sugar recorded an increase of 13,000 tons in quantity and of Rs.2,000,000 (\$720,000) in value. The imports of wheat fell from 40,000 to 14,000 tons in quantity and from Rs.5,900,000 (\$2,124,000) to Rs.2,100,000 (\$756,000) in value. Betelnuts recorded a decrease of Rs.900,000 (\$324,000) in value. Under raw materials, the imports of kerosene oil showed an increase of nearly 3,500,000 gallons in quantity and of Rs.2,350,000 (\$8,360,000) in value.

Under manufactured articles, the imports of cotton yarns and manufactures decreased by Rs.2,400,000 (\$864,000). The imports of twist and yarn decreased by 200,000 pounds in quantity and by Rs.400,000 (\$144,000) to Rs.4,600,000 (\$1,656,000) in value, while cotton piece goods rose by 3,000,000 yards in quantity but fell in value by Rs.2,100,000 (\$756,000). Grey goods showed an increase of 9,000,000 yards in quantity and of Rs.700,000 (\$252,000) in value, while white and coloured goods recorded decreases of 5,000,000 and 400,000 yards respectively in quantity and Rs.1,700,000 (\$612,000) and Rs.1,000,000 (\$360,000) in value. There was a noticeable decrease of Rs.4,800,000 (\$1,728,000) under iron and steel, to which sheets and plates alone contributed Rs.2,000,000 (\$720,000). Machinery and mill work dropped by Rs.2,500,000 (\$900,000), and motor cars by Rs.1,300,000 (\$468,000), while there was an increase of Rs.1,200,000 (\$432,000) under metals, other than iron and steel.

VARIATION IN EXPORTS

Exports of food, drink, and tobacco in December, 1929, compared with December, 1928, decreased by Rs.8,200,000 (\$2,952,000) to Rs.39,800,000 (\$14,328,000), due mainly to a fall in the exports of tea. The exports of tea fell by 6,000,000 pounds in quantity and Rs.8,600,000 (\$3,096,000) in value from Rs.31,000,000 (\$11,160,000) to Rs.22,400,000 (\$8,064,000). The quantity of coffee exported decreased from 6,000 cwt. to 600 cwt., and the value thereof from Rs.500,000 (\$180,000) to Rs.46,000 (\$16,560) only. Exports of rice not in the husk increased by 20,000 tons in quantity and by Rs.1,600,000 (\$576,000) in value. Raw materials and produce exported decreased by Rs.16,900,000 (\$6,084,000) to Rs.120,900,000 (\$43,524,000). Under this group, raw cotton showed an increase of 4,500 tons in quantity, but the value fell by Rs.2,100,000 (\$756,000) to Rs.45,200,000 (\$16,272,000).

Of the total shipments, Japan took 23,000 tons, or 43 per cent; Germany, 5,300 tons; Italy, 5,200 tons; China, 5,000 tons; the United Kingdom, 4,200 tons; Belgium, 3,800 tons; the United States, 2,600 tons; and the remainder went mainly to France and Spain. Exports of raw jute fell from 105,000 tons to 92,000 tons in quantity, the corresponding decrease in value being from Rs.38,100,000 (\$13,716,000) to Rs.29,900,000 (\$10,764,000). The exports of oilseeds showed a net decrease of Rs.3,900,000 (\$1,404,000). Under groundnuts there was a decrease of Rs.4,900,000 (\$1,764,000), but the exports of linseed increased by Rs.800,000 (\$288,000). The exports of raw wool increased by 1,000,000 pounds in quantity and Rs.900,000 (\$324,000) in value, while raw hides and skins fell by 1,000 tons in quantity and by Rs.1,400,000 (\$504,000) in value.

Manufactured goods decreased by Rs.1,200,000 (\$432,000) to Rs.71,000,000 (\$25,560,000). The number of jute bags shipped rose from 44,000,000 to 52,000,000 in quantity, but the value fell from Rs.21,400,000 (\$7,704,000) to Rs.20,300,000 (\$7,308,000). The yardage of gunny cloth exported rose from 134,000,000 to 173,000,000 with an increase in value from Rs.24,000,000 (\$8,640,000) to Rs.29,300,000 (\$10,548,000). Tanned or dressed hides and skins decreased by 200 tons in quantity and by Rs.1,000,000 (\$360,000) in value. The exports of cotton manufactures (yarn and piecegoods) declined by Rs.2,500,000 (\$900,000).

DIRECTION OF TRADE

The share of the United Kingdom in imports fell from 46 per cent in December, 1928, to 43 per cent in December, 1929, and in exports from 24 per cent to 23 per cent. The shares of Germany, Japan, and the United States in December, 1929, were respectively 7, 11, and 6 per cent under imports, and 7, 11, and 18 per cent under exports.

The tonnage of vessels entered into British India, and cleared outwards with cargoes from and to foreign countries and British possessions during December, 1929, amounted respectively to 638,000 and 688,000 as against 749,000 and 737,000 in November, 1929, and 700,000 and 712,000 a year ago. During the nine months ended December, 1929, the tonnage of vessels entered and cleared with cargoes amounted respectively to 6,055,000 and 6,523,000 as compared with 6,065,000 and 6,152,000 in the corresponding period of the preceding year.

PRELIMINARY REVIEW OF TRADE OF BRITISH GUIANA, 1929

R. T. YOUNG, CANADIAN TRADE COMMISSIONER

Port of Spain, February 7, 1930.—A study of trade statistics as compiled by the Chamber of Commerce of Georgetown, British Guiana, reveals a further decrease in the trade of the colony for 1929 from that of the two previous years. While these figures are not final or official, nor the list of imports complete, the total of listed commodities imported shows a value of \$9,179,475 or \$1,164,500 less than in 1928. Exports for the year 1929 amounted to \$11,917,239, which is approximately \$2,585,000 or 14 per cent less than the previous year and about \$3,712,000 or 23 $\frac{3}{4}$ per cent less than 1927.

The following are in round numbers the principal changes in commodities imported:—

Foodstuffs

Increases.—Butter, 119,000 (\$47,000); ghee, 100 cases (\$2,300); beer, 4,000 packages (\$29,000); stout, 4,300 packages (\$17,700); condensed milk, 2,000 cases (but same value); oilmeal, 500 bags (\$1,700); cotton seed oil, 133,800 gallons (\$103,600); mustard oil, 900 gallons (\$1,000); peas, 2,200 bags (\$28,500); salt, 3,000 bags (\$3,100).

Decreases.—Beef, 900 barrels (\$19,500); cheese, 50,000 pounds (\$16,000); cocoa, 27,000 pounds (\$8,200); dholl, 1,800 bags (\$15,300); fish, \$7,200; flour, 6,000 bags (\$114,400); hams, etc., 28,200 pounds (\$4,100); soya bean oil, 129,000 gallons (\$113,300); onions, 275,500 pounds (\$14,400); pork, 200 barrels (\$2,500); potatoes, 8,500 barrels (\$45,000); seeds, 81,400 pounds (\$15,700); brandy, 1,100 gallons (\$4,500); whiskey, 1,900 gallons (\$8,300); sugar, 329,300 pounds (\$19,700); tea, 36,000 pounds (\$19,700); manufactured tobacco, 14,700 pounds (\$35,600); lard, 1,100 cases, but with an increase of \$770.

Other Articles Imported for Personal Use

Decreases.—Apparel, \$15,000; boots and shoes, \$51,800; cotton goods, \$237,000; haberdashery, etc., \$12,600; medicines, etc., \$33,000; motor cars, etc. \$42,000; soap, 18,000 boxes (\$81,000); and wood manufactures, \$63,000.

Other Articles

Increase.—Machinery, \$150,500.

Decreases.—Bags, 1,000 bales (\$90,400); bran, etc., 23,000 pounds (\$1,600); bricks, 421,000 (\$20,500); cement, 21,400 barrels (\$72,000); coals, 8,200 tons (\$69,000); electrical apparatus, \$31,600; hardware, \$16,000; india rubber goods, \$10,000; lumber, 442,400 feet, but with an increase in value of \$41,400; metals, \$87,000; oats, 4,600 bags (\$29,500); gasoline, 900 drums (\$8,700); kerosene, 6,800 cases (\$3,400); paper, 14,000 bundles (\$16,500).

Average declared value of some commodities imported present the following changes:—

	1929	1928	1927
Beef and pork	\$23 89	\$23 50	\$23 00
Butter	35	35	34
Cheese	24 $\frac{1}{2}$	26	23 $\frac{1}{2}$
Flour	6 58	7 00	7 43
Hams, etc.	33	30	30 $\frac{1}{2}$
Milk, condensed	5 70	6 35	7 92
Onions	04	04	03 $\frac{1}{2}$
Pease	8 38	7 35	7 86
Potatoes	2 71	3 01	3 92
Seeds	09 $\frac{1}{2}$	11 $\frac{1}{2}$	09
Sugar	03 $\frac{1}{2}$	04	04 $\frac{1}{2}$
Ammonia sulphate	53 52	52 00	54 00
Bags	54 14	60 26	63 00
Coals	7 53	7 81	8 22
Lumber	72 45	52 72	55 00
Cement	2 83	3 04	3 14
Gasolene	9 11	9 14	8 50
Kerosene oil	1 54	1 44	1 25

Sugar continued to maintain its place as the chief item of export, 100,447 tons (long) being shipped as compared with 114,687 tons in 1928. Although the price of sugar was very unsatisfactory, the value for the year's exports

amounted to \$5,943,733, accounting for practically half the total exports or 49·05 per cent as against 56 per cent in 1928 and 56·2 per cent in 1927.

The average declared value for export was \$57·18 per ton as compared with \$70·66 and \$80·17 respectively in the two previous years. Exports to Canada totalled \$4,300,244 or 72·33 per cent, while the United Kingdom received \$1,619,965 or 27·1 per cent.

Rice—which in 1928 was exported to the quantity of 18,083 tons valued at \$1,114,146—shows a considerable falling off. Exports for 1929 amounted to only 14,091 tons valued at \$876,408, but was an improvement over 1927 when only 11,496 tons valued at \$723,863 were exported.

TRINIDAD PRESERVED FISH MARKET

R. T. YOUNG, CANADIAN TRADE COMMISSIONER

Port of Spain, February 15, 1930.—With the approach of the Lenten season, the demand for all kinds of preserved fish naturally increases, and particularly for pickled salmon, which is practically only imported at this time of the year. Dealers have been displaying much interest in this variety with heads, but offerings have been very scarce, and recent c.i.f. quotations have been high. Retail prices have been quoted at \$48 per tierce of 300 pounds.

Offerings of Nova Scotia cod have been liberal, and heavier arrivals are in prospect, which have naturally caused the market to weaken. Extra large cod is still scarce; demand is good for this variety. There have also been moderate supplies arriving from Newfoundland, together with husk and hake from the United Kingdom. Latest quotations for cod are \$46 to \$49 per cask of 448 pounds net.

Stocks of pickled mackerel are light with a heavy demand, and consignments which could arrive within the next month are strongly recommended.

TRADE OF PERU DURING 1928*

E. E. GAUVREAU, ASSISTANT TRADE COMMISSIONER

II

Imports

Lima, Peru, February 5, 1930.—Total Peruvian imports during 1928 amounted in value to \$67,398,328, a decrease of \$7,600,640 or approximately 10 per cent in comparison with 1927. Lower purchasing power among the masses of the population, owing to decreased returns from sugar and cotton, is held accountable for the falling off in foreign purchases. The same factor will be reflected, in even more marked degree, in the trade returns for 1929, when the world prices for the principal Peruvian agricultural export crops sank to new low levels. Furthermore, the curtailment or abandonment of public works on a wide scale, and the cancellation of many Government contracts, together with the heavy increases in import duties upon many staple commodities during the final quarter of 1929, will undoubtedly have a marked effect upon the trade of last year. The downward movement initiated in 1928 may therefore be expected to continue in so far as imports are concerned, and the foreign purchases of Peru in 1929 probably will not total much over \$50,000,000. Nor does 1930 promise any improvement. Factors have arisen, such as exchange difficulties and the cessation of American loans and investments, which will react markedly

* The first part of this report, dealing with the export trade, was published in No. 1360 (February 22).

against Peru's capacity to purchase. Moreover, while the customs tariff is imposed primarily for revenue purposes, President Leguia has repeatedly stated his desire to curtail imports until Peruvian credit is improved. The probability therefore is that 1927 represented the peak of Peruvian purchasing power, and that an equivalent demand for foreign merchandise may not be anticipated for some years to come.

IMPORTS BY GROUPS

The following summary of imports by groups reveals the fluctuations during the last two recorded years:—

	1927	1928
Foodstuffs	\$16,623,196	\$14,188,520
Machinery and vehicles	14,416,892	12,902,640
Metals and jewellery	10,143,688	7,412,340
Cotton goods	7,425,584	6,695,768
Lumber and wood products	3,578,444	2,920,444
Paints and varnishes	3,383,328	2,942,244
Chemicals and pharmaceutical products	2,293,144	2,484,080
Woollen goods	1,877,228	2,468,352
Stationery	1,852,884	1,923,936
Electrical articles and apparatus	1,562,768	1,284,736
Arms, ammunitions and explosives	1,126,940	922,488
Musical instruments	504,236	584,908
Furniture	493,336	469,924
Natural and artificial silks	399,552	511,396
Hides and skins, leather goods	397,980	444,280
Liquors and beverages	310,580	357,996
Cattle	130,044	152,236
Others	7,355,204	8,305,888
Total	\$73,875,028	\$65,972,176

The predominance of foodstuffs imports is rather remarkable in a country of Peru's agricultural possibilities. The stress which has been laid upon the principal export crops of sugar and cotton has led to the neglect of other crops, and the per capita foodstuffs imports are extraordinarily high. Wheat and rice are the two leading items in this class. Dairy products follow in importance. The imports of tinned butter and condensed milk have grown each year for the past decade. Tinned fish, tinned vegetables, and tinned fruits form another important group, while confectionery, biscuits, tea, and lard are individual commodities for which there is a strong demand. While the figures show a falling off for the year under review, this loss is well distributed over all the items, and represents in some cases reductions in price rather than diminutions in volume.

The market in Peru for individual foodstuffs will be discussed separately in a subsequent report.

Machinery and vehicles as a class are almost as important as foodstuffs. Imports under this head largely comprise automotive and mining machinery supplies. The demand for agricultural and industrial machinery is less important. The reductions in this division in the year under review occurred in imports of mining and other machinery, rather than in the automotive items.

In the metals and jewellery divisions a marked decrease of approximately 30 per cent is to be noted. South American people are extensive purchasers of jewellery, faience and similar *objets de vertu* when they are in funds, and during the past ten years the imports of precious ware, works of art and other expensive specialties have increased enormously. From 1927 onwards there has been a steady decline in the demand for these luxury articles.

The falling off in the demand for cotton textiles was not very marked, and probably represents declines in price rather than diminutions in volume. The local textile industry takes care of the cheaper end of the demand, but no serious inroads have been made upon the foreign trade in better-class goods. The same is true of woollen textiles. Due to the extreme altitude of the interior,

and the cool winter of the coast, an excellent demand exists for both native and European types of woollen piece goods. This trade usually alters little from year to year, but 1928 shows a sharp increase of approximately 25 per cent over the preceding year.

The sale of rayon and artificial silk increased considerably, due to the introduction of new rayon fabrics from Great Britain and the Continent, and the importation of industrial textiles such as jute and hessian likewise increased somewhat in the year under review.

Among minor groups there was a marked falling off in the imports of crockery and glassware; and also a considerable drop in the entries of paints and varnishes and industrial chemicals.

The imports of wood and lumber dropped sharply, but there was no particular significance in this falling off, as 1929 will show an almost equally sharp increase.

Among other classifications there were no items of particular change.

ORIGIN OF IMPORTS

There has been no change in Peru's sources of supply during 1928. The statistics of imports and the percentages enjoyed by the principal suppliers were as follows, with the 1927 figures for comparison:—

	1927	Per Cent	1928	Per Cent
United States	\$31,519,780	42.14	\$27,744,122	41.87
Great Britain	11,405,480	16.16	10,404,068	16.15
Germany	7,504,940	10.10	6,712,984	10.19
Belgium	3,357,876	4.53	2,477,940	3.87
Hong Kong	3,099,248	4.09	2,416,200	3.58
Italy	2,690,604	3.59	2,361,712	3.51
France	1,859,820	2.48	2,012,500	2.98
Australia	2,791,428	3.72	1,862,800	2.76
India	1,310,048	1.74	1,721,512	2.55
Sweden	1,877,800	2.50	1,718,892	2.55
Others	7,581,944	8.95	7,960,598	9.99
Total	\$74,998,968	100.0	\$67,393,328	100.0

In spite of the decrease in 1928 of \$3,775,648 from the 1927 figures, American predominance in this market is unchallenged. Imports from the United States represent 41.87 per cent of the total import trade of Peru. Great Britain, her nearest competitor, obtains less than half as much business. The relative convenience of New York as a purchasing centre, direct and frequent shipping services, American financial predominance in Peru, and the steady growth of American social usages, are the factors which buttress American business in this market. The past ten years have seen a great and well-sustained effort upon the part of American exporters to hold the trade that was thrown into their lap during the great war. To date, Europe has not made any serious impression upon the principal American strongholds, and in several of the manufactured groups, such as motor cars, mining machinery, and prepared foodstuffs, there does not seem very much possibility of ousting the American product from its present preferred position.

Nevertheless, there are many signs that American goods (and this is equally true of Canadian goods) must face even more intense competition in the future than in the past. In spite of the enormous social influence of the cinema and the motor car, South Americans are not spontaneous purchasers of the general run of American manufactured articles. Their taste runs more to goods of better quality, or else to cheaper goods than the United States makes: nor are they altogether happy under the American manufacturing tradition of changing styles as often as possible. For these reasons, it seems probable that with the diminution of American loans to South America, a concurrent falling off in

American exports may be anticipated. In some commodities at least, the process of replacement of American goods by British and Continental competition is well under way.

The above process of course does not apply to the very heavy imports of American primary products such as lumber and wood products, valued at \$2,506,596 in the year under review; wheat (\$1,394,432); lard (\$1,210,056); tinned milk (\$673,860); butter (\$218,808); rice (\$156,076). In these commodities the American exporters monopolize the trade, and they will probably continue to do so.

Of British exports to this market, cotton and woollen textiles comprise upwards of half of the entire trade. In a number of lines, such as bayetes—a wool textile peculiar to the West Coast of South America—and in white goods, the British article retains all its old supremacy. The woollen trade is likewise a British stronghold, although Germany is now affecting the cheaper end of this business. There were likewise fairly heavy imports of British machinery and motor vehicles in the year under review; the sale of British machinery continues to expand, but English motor cars are not doing well in Peru.

In the tinned foodstuffs, Great Britain is strengthening her position year by year; in such lines as hams, pickles, biscuits, and tea she has little competition.

Germany has made remarkable strides in Peru, as in all parts of South America, during the last few years. The German trade in Peru is sponsored by a strong and aggressive group of German nationals. Some of the largest departmental stores of Lima are owned by Germans, and one finds little but German goods in them. The principal German exports to Peru in 1928 were metal goods valued at \$1,280,916. In this group hardware, prepared tubing, and the cheaper end of the tools and implements trade are the predominant items. The machinery classes accounted for \$936,164, consisting largely of industrial machinery with small quantities of agricultural and mining equipment. German earthenware, crystalware, and glassware was imported to a value of \$588,588, and foodstuffs to the value of \$446,744. Rice and malt are the principal items in this latter group.

Belgium has a small but growing share of the Peruvian trade. The principal exports to this market are primary iron and steel products, cement, wire rods, and a small amount of low-priced textiles.

Hongkong's trade is almost entirely in rice.

Over one-third of Italy's total business was in cotton piece goods, particularly in cotton voiles—an immense trade among the poorer classes. Foodstuffs to the value of \$450,748 was the second group in importance. Olive oil and tinned fish and vegetables are the important items in this group. Nearly \$200,000 worth of Italian woollens were imported in 1928. This is a comparatively new trade for Italy, and represents a gain from Great Britain.

The Australian imports are almost entirely wheat, and the Indian imports are almost entirely rice.

Sweden enjoys a fair business in mining and industrial machinery, a small trade in primary iron and steel goods, and a considerable business in flat newsprint and wrapping papers.

CANADA'S SHARE OF THE IMPORT TRADE

In the Peruvian customs returns the origin of imports is accepted as the place of embarkation, and consequently the United States is credited with almost the entire Canadian trade. The Dominion Bureau of Statistics returns

for 1928 show Canadian exports to Peru to the value of \$1,285,525 or approximately 2 per cent of the total trade. The following commodities are arranged in order of importance:—

	1927	1928
Wheat	\$574,197	\$377,902
Automobiles	118,615	297,010
Milk, condensed	107,484	232,098
Lard	121,441	94,291
Rubber tires	122,527	72,388
Canned salmon	18,755	31,757
Cement	30,799	20,739
Musical instruments	13,752	14,662
Containers	9,648	13,352
Wall paper	10,623	12,900
Calcium carbide	59,902	8,629
Pipe and tubing, iron	4,333	8,621
Lead and manufacturers of	8,221	6,106
Others	206,281	95,070
Total	\$1,406,578	\$1,285,525

The decline in purchases of Canadian grain is due to its replacement by Argentine supplies, on account of the high price of Manitoba hard wheat. This trade will not be easy to regain, as the Argentine qualities are found to be quite suitable for Peruvian purposes. The Canadian share of the motor car trade fluctuates from year to year, according to the policy of American export departments. At present two cars of the General Motors group are being shipped to Peru from the Canadian plant. The same situation occurs in the condensed milk trade. The Anglo-Swiss combine switch export business from country to country, and in some years Canada obtains a fair share of the trade, in other years next to nothing. A small proportion—perhaps one-fifth of the business—has been independent up to date, but the American and Anglo-Swiss groups are gradually stifling competition.

The item of lard is a little unusual, as Canada is not an important exporter of this commodity. The Peruvian purchases probably represent the requirements of the Talara district, in Northern Peru, where a Canadian company operates extensive oilfields. The cement and calcium carbide exports were brought down for the same consumer. The rubber tire business represents the trade of the Canadian subsidiary of a large American company. The other items cover long-standing, well-established businesses which vary little from year to year.

It is rather extraordinary that in the two years under review neither lumber nor flour are shown as having been exported from Canada to Peru. Small parcels of both were purchased by Peruvian importers.

GEOGRAPHICAL DISTRIBUTION OF IMPORTS

There are twenty-six ocean ports of entry along the Peruvian coast, but only four are of any importance. The following represents the share of these four ports in the import trade of Peru in the years under review:—

	1927	Per Cent	1928	Per Cent
Callao	\$46,370,932	61.82	\$43,300,416	64.25
Talara	9,531,700	12.70	5,677,344	8.42
Mollendo	4,954,060	6.60	5,402,468	7.92
Salaverry	3,993,440	5.27	4,258,448	6.31
Others	10,148,836	13.61	8,754,652	13.10
Total	\$74,998,968		\$67,393,328	

CONDITIONS IN DENMARK IN 1929

FREDERICK H. PALMER, CANADIAN TRADE COMMISSIONER

Oslo, February 12, 1930.—Although Denmark did not find it necessary to take active measures to stimulate a normal business atmosphere after the post-war deflation period, strong action was found necessary in 1927 to remove some of the after-effects which were hindering legitimate business development—for example, the desirability of decreasing the volume of bank loans to industry of post-war development—loans which had become in reality “frozen credits.” The required steps were taken, and in 1928 there was a marked improvement in the general economic situation. The impetus of this improvement carried on into and through 1929.

Many factors have contributed in 1929 to continued progress, but, as in Canada, practically all improvements are based on success in the agricultural industry. The year 1929 was another good one for Danish farmers—the second in succession. The level of production and export of agricultural goods was unusually high. Prices were firm and generally satisfactory, although there were signs of weakness in pork prices during the summer. The maintenance of good prices will be dependent on the situation in the more important markets for Danish farm produce, and there is fear that the new German tariff may have a depressing effect. Some of the changes in the German tariff arise out of a new trade agreement recently concluded between Germany and Sweden.

AGRICULTURAL PRODUCTION

	1929	1928
	1,000 Tons	
Wheat	320	333
Rye	260	246
Barley	1,100	1,100
Oats	1,030	1,060
Hay	1,330	1,390

The Danish Bureau of Statistics estimates that the average price of butter decreased to 302 kr. per 100 kg. compared with 310 kr. in the crop year 1927-28. Meat prices in 1929 increased to 1.60 kr. per kg.; the average price for 1928-29 was 1.54 kr. Grain prices have also fallen in sympathy with world movements: the average for all grains in 1927 was about 19 kr. per 100 kg.; in 1928 it declined to 16 kr., while for the 1929 crop it was about 14 kr. Despite these great price changes, the reductions which have been effected in the costs of what might be termed the farmer's raw materials of production have enabled the Statistical Bureau to state that the average net income on capital invested in Danish agriculture increased from 1.8 per cent in 1927-28 to 6.2 per cent in 1928-29. These increased earnings have not yet exercised much influence on farm prices, although there is an upward tendency.

INDUSTRY

Industrially, 1929 was a year of great progress in practically all branches of enterprise. The year opened with great promise, but the unusually severe winter slowed up production to such an extent that unemployment figures rose to distressing heights. In February the total number of jobless workers, 29.8 per cent, exceeded that for the same month in the previous year, 26.2 per cent, and almost equalled the total of 1927, 31.2 per cent. In March the total, 21.9 per cent, was just below that for 1928, 21.6 per cent, but 20 per cent less than in 1927. The advent of spring stimulated activity in nearly all directions, and numbers of the unemployed were so rapidly absorbed into industry that by September less than 9 per cent of Danish workmen were not gainfully occupied.

The most striking progress was made in the tobacco, textile and building industries, and probably the most spectacular was the latter. During 1929 contracts were let for the construction of large apartment blocks to provide about 6,000 new apartments—a total which exceeded even the post-war building boom of 1919-1920. In the whole of Denmark the total number of new dwellings being constructed in 1929 was 9,357, as compared with a total of 6,554 in 1928. The weather during the late autumn continued very mild, a fact which enabled outdoor employment to be continued much longer than usual and offset the depressing influence of the backward spring.

Employment of agricultural labourers also reached and maintained high levels, and foreign orders stimulated activity in the machine shops and in the ship building yards. At the end of November there were 203,239 workers gainfully employed, as compared with 187,727 at the same time in 1928. During December there was the usual seasonal increase in unemployment to 57,200, as compared with 70,100 at the end of 1928.

The progress in industry can best be illustrated in the increases in the imports of important raw materials which took place during 1929. Increased imports of coal, gasolene and other petroleum products, perhaps better than any other statistics, reflect greater all-round activity:—

	1929 100 Kg.	1928 100 Kg.
Wool	20,311	18,079
Cotton	52,668	71,210
Cotton yarn	27,770	19,834
Paper pulp	726,933	884,219
Sole leather	6,377	4,822
Soya beans	4,353,890	2,151,038
	Tons	Tons
Pit coal	4,016,128	3,217,453
Cinder, coke and bricks	1,536,074	1,370,975
	100 Kg.	100 Kg.
Petroleum	971,419	937,231
Gasolene	1,941,356	1,716,812
Raw iron	531,871	465,071
Bar iron	1,057,687	817,270
Black iron sheets	902,537	638,038

SHIPPING

Danish shipowners, in common with others, are modernizing their fleets, and although the number of steam-driven vessels sailing under the Danish flag was slightly reduced during 1929 by some six units, the total tonnage was increased. There was also an increase in both the number of ships and in the tonnage of motor-driven craft. Although the greater part of the fleet is steadily operating on "liner" routes, Danish owners, in common with shipowners of other countries, have experienced a poor year as a result of the steadily declining freights.

BANKING AND FINANCE

The Bond Market.—The situation in Denmark was practically the same as in any other country which always has a surplus of funds for investment. At the commencement of the year there was a weakening tendency owing to the possibility of a change in the rate of the Bank of England. As soon as this change was effected the unrest, which became general abroad, caused large parcels of Danish bonds to be offered. Then until June the bond market was slow, but during that month, when new Credit Association bonds were issued, the market took on a more animated appearance. This stimulus soon passed off, and the weaker tendency which prevailed in July, owing to the increase in the Bank of England rate, became more pronounced in August when the bank rates in the United States were raised. The tendency at the end of August was much firmer, and this tendency continued practically uninterrupted until the end of the year, with the exception of the few days in September when all bank rates were being revised upwards.

The Share Market.—The Danish share market during 1929 was interesting for two main reasons, in that the movements in it reflected chiefly the effects of two forces. Although the adjustment which took place in the share market of the United States naturally did have a great effect on the price movements in the smaller Danish market, the greatest effect was produced by the improvements in Danish business. During 1929 more public issues were made than in any year since 1920. Last year a total number of sixteen issues of shares valued at 27,000,000 kr. were offered for public subscription, compared with only four in 1928 valued at 6,700,000 kr., and the fact that these sixteen issues were readily absorbed, some being over subscribed, reflects the continued improvement in business that has taken place since 1927, and which is being interpreted to the investing public through better balance sheets of operations in 1928 and 1929.

BANKING

The banking situation throughout 1929 was very stable, except during the period in the autumn when affairs abroad naturally exerted some unusual influence on the supply and demand for funds. In September—to prevent further tendencies for money to leave Denmark for more profitable short-term investment in the United States—the bank rate was moved from 5 per cent to $5\frac{1}{2}$ per cent, but as soon as this higher rate was felt no longer to be necessary, the rate was on December 27 reduced to 5 per cent.

The note circulation of the National Bank of Issue reflects improved business conditions. The average for the year was 336.2 million kroner, 7.8 million higher than the average for 1928. The note circulation at the end of 1928 was 367.5 million as compared with 362.1 at the same time in 1928, and with a "low" for the year of 319 million in November. At the end of the year the "gold cover" was 50.8 per cent. Bank deposits and loans increased during the year. The former stood at 1,964 (in million kroner) at the end of November, against 1,915 at the beginning of the year, and the latter at 1,777 against 1,716.

TRADE OF NORWAY IN 1929

FREDERICK H. PALMER, CANADIAN TRADE COMMISSIONER

II

Imports

The detailed figures of the trade of Norway for 1929, showing countries of origin or of destination, will not be published until November, but as official general statistics have been issued on the external commerce for that year, these are being used for this report.

Food Stuffs of Animal Origin.—(Imports, 1929, 22,277,000 kr.; 1928, 24,609,000 kr.) Although there is a considerable export of foodstuffs from Norway of animal origin, it is still found necessary at times to import these products. The import of salt meat is of interest to Canada since fair quantities of "fat backs" are regularly imported. The imports of unsmoked hams declined from 13 tons to 1 ton, of other unsmoked meat from 473 to 452 tons, and of other meats—in which probably is included Canadian "fat backs"—the imports decreased from 2,942 to 2,369 tons. In the meat group only one item, that of salted mutton, shows an increase since the imports during 1929 aggregated 2,138 tons as compared with 1,977 tons the year before.

The imports of cheese and butter declined from 496 and 695 tons to 381 and 318 tons respectively. The steady improvement in the dairy industry is also reflected in the decreased imports of margarine and of oleomargarine fats.

The imports of these two commodities declined from 324 and 5,455 tons respectively to 210 and 4,913 tons. The importation of condensed milk also declined, especially of unsweetened condensed milk. This decline seems to reflect the increased demand for Norwegian milk products, which has been carefully fostered during 1929 by an intensive advertising campaign to "Buy Norwegian Goods," and also to strenuous sales efforts by condensed milk factories in Norway. The imports of sweetened condensed milk declined from 65 to 12 tons, while the importation of unsweetened condensed milk declined from 228 tons to 134 tons.

Grain Products.—(Imports, 1929, 90,670,000 kr.; 1928, 100,889,000 kr.) The following table of the imports of grain products during the last two calendar years reveals a few changes which reflect not necessarily changes in domestic consumption, but also changes in domestic supply. It will be noted that the imports of wheat flour remain practically constant at just over 70,000 tons, while the imports of wheat increased. The imports of rye also increased somewhat, but the increase was proportionally not as great as the increase in wheat.

	Tons	
	1929	1928
Barley, not ground	24,066	22,492
Oats, not ground	5,082	3,958
Wheat, not ground	119,632	98,828
Maize, not ground	81,145	114,957
Malt	1,048	1,604
Rye, not ground	138,559	136,643
Barley-groats	2,402	945
Wheat-groats	1,147	1,453
Rye meal	9,872	13,017
Flour	71,699	72,050

Seed and Feeding Stuffs.—(Imports, 1929, 21,550,000 kr.; 1928, 27,466,000 kr.) The great increase in dairy products has stimulated an increased demand for cattle food. It was not necessary during 1929 to import timothy seed to the same extent as in the previous year (294,215 kg. against 345,950 kg.), but the importation of clover seed almost tripled (32,476 kg. against 11,196 kg.). The imports of linseed declined slightly (14,673 tons in comparison with 16,465 tons), and while the imports of linseed cake entirely disappeared, the imports of linseed meal decreased over 50 per cent.

Fruit, Vegetables, etc.—(Imports, 1929, 42,012,000 kr.; 1928, 38,887,000 kr.) As in other countries, the larger fruit importing organizations are spending considerable sums on an "Eat More Fruit" advertising campaign. It is unfortunate that high rates of duty are levied on apples, which is the only commodity in this group in which Canada is interested. This duty is entirely protective, as it is reduced from 50 per cent to 33½ per cent on the first of February, since by this time it is assumed that all the local production should have been marketed. Imports of apples and pears amounted to 4,753,534 kg., as against 4,044,942 kg. in 1928.

Hides and Leather.—The following table shows that in general there was a marked decline in the total imports of hides with hair attached, but the improved conditions obtaining in the Norwegian shoe industry are reflected in the increasing imports of leather. It will be noticed that there was a small decline in the importation of leather for glove manufactures.

	Kilograms	
	1929	1928
<i>Hides with hair—</i>		
Not prepared, dry	1,221,919	998,415
Not prepared, raw	2,622,823	3,055,020
Prepared, all kinds	43,164	39,128
<i>Hides without hair—</i>		
Sole leather, insole leather and tanned leather	550,754	493,510
<i>Alutated, dyed leather and patent leather—</i>		
Weighing more than 2 kg. per piece	72,524	69,726
Weighing from 1 to 2 kg. per piece	65,263	61,987
Glove leather	9,654	10,080
Other kinds of less than 1 kg. per piece	165,249	162,097

Manufactures of Leather.—The improved conditions in the Norwegian shoe-making industry during 1929 made it possible for the manufacturers more successfully to compete with foreign products. This successful competition is reflected in decreased imports of every grade of shoe specified in the import statistics, extracts from which are attached, showing imports during the last two years.

Manufactures of Leather	Kilograms	
	1929	1928
Shoes of other material or felt	39,704	64,807
Shoes of patent leather and boxcalf	109,995	192,295
Shoes of patent leather and other kinds	160,984	173,947
Shoes of other kinds except greased leather	38,644	67,831
Sea-boots and shoes of greased leather	21,967	26,765

Oils and Fats, etc.—(Imports, 1929, 70,107,000 kr.; 1928, 71,796,000 kr.) The constantly widening use of electricity for lighting in Norway is reflected in the continuing declines in the imports of paraffin for illuminating purposes. During 1929, 40,783 tons were imported as compared with 46,753 tons in 1928.

The increasing use of automobiles and of engines in fishing boats is responsible for the increases reported in the imports of fuel oil and of gasolene from 113,903 and 61,434 tons to 151,560 and 77,469 tons respectively.

Manufactures of Fat, Oils, Rubber, etc.—(Imports, 1929, 13,007,000 kr.; 1928, 13,476,000 kr.) This group is of importance to Canada since within it is included manufactures of rubber, and the following table shows the increases in imports of these goods in 1929 with the exception of rubber footwear, the imports of which declined in the face of domestic competition which was successful enough to permit exports. The following were the rubber importations:—

	Kilograms	
	1929	1928
Rubber elastic and gutta percha, manufactured:		
automobile tires	662,158	531,805
Rubber plates, cords, tubes, etc.	627,454	576,021
Rubber soles, rings, floor mats, etc.	499,122	382,837
Rubber galoshes and other footwear	377,619	416,142
Other rubber goods	63,596	64,953

Woodpulp, Paper and manufactures thereof.—(Imports, 1929, 9,831,000 kr.; 1928, 9,507,000 kr.) Although Norway is an important paper-producing country, the situation is comparable to that obtaining in Canada in that there is always a demand for certain classes of paper and paper products produced abroad. The following table shows some of the paper products it is necessary to import:—

Paper and Paper Products	Kilograms	
	1929	1928
Writing and drawing paper, and unruled note-paper	235,699	243,990
Newsprint of all kinds	572,237	571,780
Pasteboard	1,608,887	1,584,770
Wrapping paper and waste-paper	1,198,341	1,332,110
Sheathing board and slating board, etc.	368,560	493,800
Wallpaper	198,673	160,401
Envelopes of all kinds	125,066	152,907

Minerals, Raw and Partly Manufactured.—(Imports, 1929, 114,299,000 kr.; 1928, 90,866,000 kr.) Norway's mineral deficiencies must be made up by importation from countries which are more fortunate, and the country is dependent on other countries for such essentials as coal and salt, both of which showed an increase over the previous year.

Mineral Products.—(Imports, 1929, 31,239,000 kr.; 1928, 34,801,000 kr.). Large importations of mineral products are also necessary such as glass, clay products and special kinds of cement. To maintain the fertility of the soil and for other purposes, it is also necessary to import large quantities of chemicals which are included in this group.

Mineral Products	1929	1928
Sodium nitratekg.	84,839	52,542
Basic cindertons	10,251	21,286
Super-phosphatetons	33,620	24,814
Window glasskg.	716,341	2,852,557
Cementtons	15,646	24,662
Electrodes for industrial use, and carbon points .tons	12,066	10,355
Crystallized sodakg.	56,830	81,560
Potashkg.	527,649	478,480
Glauber saltstons	11,154	13,768
Bleaching powder (calcium chloride)tons	1,933	2,684
Glycerinekg.	811,587	721,551

Metals, Raw and Semi-finished.—(Imports, 1929, 37,975,000 kr.; 1928, 35,400,000 kr.) For practically all metals increases in imports are reported, the exceptions being copper, aluminium, and lead. The following table shows the changes in these three products:—

	1929	1928
Copper, brass, nickel silver, etc.kg.	573,870	1,113,590
Aluminium, copper, etc., in plates, bolts and bars kg.	1,785,752	2,149,370
Lead, rawkg.	1,217,686	2,329,710
Lead in coils, bars and plateskg.	647,612	1,410,520

Metal Products.—(Imports, 1929, 62,682,000 kr.; 1928, 55,780,000 kr.) Although Norwegian trade statistics divide metal products into two classes, it is difficult to say in which group an article would be included. In the absence of information showing countries of origin, it is difficult to analyse the statistics satisfactorily, but the following extracts show in which direction the trade in some such products tends either to appreciate or decline:—

Metal Products	1929	1928
Tools and implementskr.	5,040,073	4,911,900
Motor lorries and wagonskr.	7,685,848	6,021,200
Automobileskr.	13,462,938	12,186,400
Motor cycles with or without side-carskr.	306,099	158,500
Spare parts for automobiles and motor cycles .kr.	2,193,137	2,041,700
Electrical machines and apparatuskr.	21,505,815	18,872,700
Motors driven by petrol and crude oilkr.	2,562,107	2,088,400
Locomobiles and threshing machineskr.	145,729	133,800
Other agricultural machineskr.	380,083	316,500
Machines for the melioration of timberkr.	1,461,519	1,335,600
Mowing machineskr.	402,047	739,600
Separatorskr.	824,317	922,500

Of goods which cannot be included in the foregoing groups it might be noted that the value of goods for chemists and druggists (not elsewhere included) increased from 2,114,500 kroner to 2,490,336 kroner. The importation of but-tens also increased from 85 to 94 tons, reflecting the improving condition of the Norwegian clothing industry. There is also an increase in the importation of lamps from 260 to 295 tons.

WHEAT MARKET CONDITIONS IN CHINA

L. M. COSGRAVE, CANADIAN TRADE COMMISSIONER

Shanghai, January 25, 1930.—There is severe depression in the importation of wheat into China at present, due to two causes: (1) Shortage in Canada and the United States of the grades usually imported into China, these including No. 4 and No. 5 Canadian Northern; and (2) the serious decline in China's currency, which has risen in the past two months some 20 per cent.

The effect of the latter condition will be to curtail imports to a minimum, and in regard to the former, a limited quantity only will be imported by the leading mills within the next few months, to strengthen China's softer wheat.

In general, it may be said that China's production of wheat though unknown due to lack of statistical information, amounts approximately to from five to seven months' supply, depending on transportation facilities and political conditions in the interior. The remaining five to seven months' supply is usually imported from abroad.

Imports for the past six years have been as follows (in short tons): 1924, 366,946 (Canada 144,220, United States 142,254, Australia and New Zealand 78,826); 1925, 51,869 (Canada 42,672, United States 7,413); 1926, 277,089 (Canada 205,094, United States 41,883, Australia and New Zealand 29,644); 1927, 112,676 (Canada 87,445, United States 25,216); 1928, 60,205 (Canada 52,653, United States 7,550); 1929, 307,741 (Canada 228,962, United States 26,376, Australia and New Zealand 52,402).

As indicated by these figures, Canada since 1924 has been the chief source of supply for China's flour mills, and in all ordinary crop years should continue to maintain her present leading position. United States supplies appear to be gradually decreasing from an exportable standpoint, and in addition China at present grows a grade somewhat similar to the chief American types, whereas the harder Canadian wheat serves to strengthen the softer Chinese product, and produces a flour which is accepted throughout Central and North China by all classes. Australian competition is comparatively slight, owing to the heavy freight rates, particularly to ports north of Hongkong, Shanghai being the chief flour milling centre, with Tientsin occupying second place.

In so far as Manchuria competition is concerned, this is not expected to become serious for many years to come, for two reasons: (1) The prominence given to soya bean and kaoliang production; these constitute 75 per cent of Manchuria's cereal output; and (2) the high cost of transporting wheat over the South Manchurian railway to the seaboard. Japanese wheat buyers, however, purchase from 3,000,000 to 5,000,000 bushels per annum from Manchuria, which is absorbed almost wholly by Japanese flour mills. In general, it may be said that no serious competition is expected to develop against Canadian wheat exports to China for many years to come. Annual sales to China are effected only by a shortage of grades 4 and 5 in Canada, and possibly by abundant domestic rice crops in China.

SHIPBUILDING INDUSTRY IN JAPAN

P. V. McLANE, ASSISTANT TRADE COMMISSIONER

Kobe, January 9, 1930.—The Japanese law for encouraging shipbuilding put in force in 1896 gave a powerful impetus to the development of this industry, but it lapsed in 1920. Fostered by this legislation, the leading shipbuilding yards have successfully undertaken dreadnoughts of some 27,500 tons, and merchant steamers of from 10,000 to 20,000 tons. The war boom highly stimulated the shipbuilding industry at one time, and to-day it has capacity of 700,000 tons. For the most part, however, all those yards were overtaken by the post-war reaction and no small number of the shipbuilders have been obliged either severely to curtail the scope of their work or to adopt other lines of engineering work.

Recovery of the industry has been handicapped by three factors. First, the importation of old vessels by shipowners, which has caused a lowering in the freight rates and has deprived the industry of new orders. In the second place, the high cost of construction, as Japan has to import a large amount of shipbuilding material. Thirdly, there is the difficulty of raising funds for new enterprises, as the bankers invested heavily during the boom and subsequently suffered losses. Since that time they have refused to give financial assistance except at very high rates of interest, in some cases reaching 30 per cent.

The present activity in the shipbuilding industry is likely to be followed by depression when the large ships now in course of construction are completed.

Since the latter six months of 1928, shipbuilding has had a run of good business. All leading shipyards have been taxed to full capacity for the first time since 1922. The launchings in 1929 total 180,000 tons for 69 vessels. This, however, is in striking contrast to the industry in 1919, when 619,000 tons were launched. The output in 1928 amounted to 53 with a total of 109,664 tons. The present building activity has been caused by the fact that the Government has instructed steamship companies working services under Government bounties to rebuild their old ships in conformity with the new regulations on the subsidized lines, and to the fact that the Japanese shipowners believe that building prices have touched bottom. The utilization of diesel-engined ships for both the passenger and freight services has also become perceptibly active.

Out of 32 ships of 150,275 tons on November 1 this year, nine ships of 109,385 tons or 72.2 per cent of all are those to be placed on the subsidized routes of the Government. All these ships will be completed before the end of 1930.

PARCEL POST TO SOUTH AMERICA VIA NEW YORK

The limit of weight for parcel post parcels from Canada via New York to the undermentioned countries in South America has been extended from 15 pounds to 20 pounds. Postage will be as follows:—

Country	Postage on Parcels over 15 Lbs. and up to 20 Lbs.
Argentine Republic	\$3 50
Bolivia	3 50
Brazil	3 00
British Guiana	3 00
Chile	3 00
Colombia	3 00
Ecuador	3 00
Paraguay	4 00
Peru	3 50
Uruguay	3 00

The rate of postage on parcels posted in Canada for transmission via New York to Paraguay will in future be 35 cents for each pound or fraction thereof up to and including 10 pounds. For parcels over 10 pounds and not exceeding 15 pounds, the postage will be a flat rate of \$3.50, and for parcels over 15 pounds up to 20 pounds a flat postage rate of \$4.

LEIPZIG FUR AND HUNTING EXHIBITION

M. B. PALMER, ASSISTANT TRADE COMMISSIONER

Hamburg, February 15, 1930.—A recent issue of the *Lloyd Zeitung* contains an interesting review of the preparations for the forthcoming Leipzig International Fur Trade and Hunting Exhibition, to be held in Leipzig from May 31 to September 30.

The object of this exhibition is briefly to show the significance of the international fur trade and its diversity, and to illustrate the amount of labour represented by a single finished piece of fur. Few people appreciate the long process of handling from trapper or hunter until the finished article is placed on sale. Since the fur industry is intimately associated with hunting, an exhibition of all the various aspects of hunting is to be held in connection with the exhibition.

In addition, about the middle of June the World's Fur Trade Congress will be held. Here an endeavour will be made to settle a good many professional questions by international agreement and to discuss a number of problems relating to the fur trade.

Great interest, particularly abroad, has already been shown in the exhibition. Twenty foreign countries have intimated an intention to participate. So far Russia leads in area of floor space engaged (2,000 square metres), while France has taken 1,000 square metres, and Great Britain 900. A single American firm has reserved 400 square metres of space. Canada, represented by the silver fox farms of Prince Edward Island, has secured 500 square metres. South Africa, Belgium, Austria, Denmark, Finland, Holland, Spain, Argentina, Uruguay, Peru, and Mexico are among the other countries which are sending displays.

TARIFF CHANGES AND CUSTOMS REGULATIONS

German Grain and Flour Duties

L. D. WILGRESS, CANADIAN TRADE COMMISSIONER

Hamburg, February 12, 1930.—With further reference to the notices which have appeared in previous issues of the *Commercial Intelligence Journal* regarding the changes in the German duties applicable to grain and flour, it has been officially announced that the ratifications of the supplementary agreement to the German-Swedish Trade and Navigation Treaty were exchanged at Stockholm on February 11, so that the provisions of the agreement came into force on that day. The agreement cancels the conventional duties on grain provided for in the treaty with Sweden, so that henceforth the duties on grain enacted in the law regarding tariff changes of December 22, 1929, will be applicable equally to the products of all countries. With the cancellation of the conventional duty on wheat the new duty on flour comes into force and is also applicable equally to the products of all countries. The following table sets forth the new scale of duties applicable to grain and grain products, and also gives the duty values of the import certificates, which will be obtainable on the export of the products concerned:—

Product	Duty per 100 Kg.	Former General Duty per 100 Kg.	Duty Value of Import Certificates per 100 Kg.
Rye	9.00	7.00	6.00
Wheat and spelt	9.50	7.50	6.50
Feeding barley under customs control until Dec. 31, 1930	5.00	2.00	5.00
From Jan. 1, 1931	2.00	....	....
Malting and industrial barley	9.00	7.00	6.50
			(for a quota of 50,000 tons)
Oats	8.00	7.00	6.00
Industrial corn and dani	5.00	5.00	....
Feeding corn under customs control	2.50	2.50	....
Malt	18.00 (gross weight)	12.75 (gross weight)	6.50
Wheat flour	18.50	14.50	On basis of wheat content at 6.50
Rye flour	18.50	14.50	On basis of rye content at 6.00

The above duties on barley and oats have been in force for the products of countries having no trade agreements with Germany—e.g. Australia and Canada—since January 1, 1930, while the above duties on wheat and rye have been in force for these countries since January 20, 1930. The duties on corn represent no change from those previously in force, except that feeding dari can no longer be imported at the reduced duty. The new duties on malt and flour have only come into force for all countries with the provisions of the Swedish agreement on February 11, 1930.

The duties on wheat and rye are so regulated in the new tariff law that when the movements in the prices of wheat and rye render it necessary the Government shall reduce the customs duty on wheat to not less than R.M.3.50 per 100 kg. or increase it to not more than R.M.9.50 per 100 kg., and they shall reduce or increase the customs duty on rye to not less than R.M.3 or not more than R.M.9 per 100 kg. In this connection prices of R.M.260 per metric ton for wheat and R.M.230 per metric ton for rye are to be considered as the average or standard prices. In view of the present market situation, an early change in the duties given above is not anticipated.

The duty on wheat and rye flours in the new tariff law is fixed at one and a half times the duty on wheat plus R.M.4.25 per 100 kg., so that this duty will vary with the changes in the wheat duty. Similarly the duty on malt is fixed at one and a third times the duty on barley plus R.M.6 per 100 kg.

Grenada Decreases Sugar Duties

Mr. R. T. Young, Canadian Government Trade Commissioner in Trinidad, reports that the customs duties on sugar imported into the colony of Grenada have been reduced as from February 1, 1930. Item No. 94 of the Grenada customs schedule, with former and new rates, reads as follows:—

	Former Rates		New Rates	
	British Preferential Tariff	General Tariff	British Preferential Tariff	General Tariff
Sugar:				
(a) Refined, per 100 lbs.. . .	10s.	15s.	5s.	7s. 6d.
(b) Unrefined, per 100 lbs.. .	8s. 4d.	12s. 6d.	4s. 2d.	6s. 3d.
(c) Molasses and syrup:				
Vacuum pan, per gal... .	8d.	1s.	8d.	1s.
Other, per gal.... .	1s.	1s. 6d.	1s.	1s. 6d.

Cuban Tariff on Onions and Garlic Increased

Mr. James Cormack, Canadian Trade Commissioner in Havana, writes that a Cuban Presidential decree, No. 104, effective February 3, 1930, increases the Cuban general tariff (applicable to Canada) on onions and garlic as follows:—

	Former General Tariff	New General Tariff
Onions and garlic imported from November 15 to June 15 inclusive per 100 kg. (220 lbs.) gross	\$1.25	\$5.00
Onions and garlic imported from June 16 to November 14 inclusive, per 100 kg. (220 lbs.) gross	1.25	1.50

The United States is granted, under both former and new tariff, a reduction of 20 per cent of the duties. There is also a Cuban maximum tariff double the general tariff, but this has not, as far as is known, been applied to imports from any country.

Preserved Fruits and Vegetables Regulations in Belgium

Mr. H. Jones, office of the Trade Commissioner in Brussels, writes under date February 5, 1930, that the Belgian Government has enacted a new law, bearing date November 10, 1929, which cancels the law of August 31, 1896 regulating the commerce of vegetable pulps and juices, jams, jellies, and syrups.

Information concerning this law may be obtained on application to the Department of Trade and Commerce, Ottawa.

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING MARCH 3

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending March 3, 1930, with the official bank rate. Quotations for the week ending February 24, 1930, are also given for the sake of comparison.

Country	Unit	Parity	Nominal Quotations in Montreal Week ending Feb. 24	Nominal Quotations in Montreal Week ending Mar. 3	Official Bank Rate
Austria	Schilling	.1407	\$.1432	\$.1431	6½
Belgium	Belga	.1390	.1399	.1398	3½
Bulgaria	Lev	.0072	.0072	.0072	10
Czechoslovakia	Krone	.0297	.0297	.0297	5
Denmark	Krone	.2680	.2690	.2688	5
Finland	Markka	.0252	.0253	.0253	7
France	Franc	.0392	.0393	.0392	3
Germany	Reichsmark	.2382	.2399	.2395	6
Great Britain	Pound	4.8666	4.8874	4.8806	4½
Greece	Drachma	.0130	.0130	.0130	9
Holland	Guilder	.4020	.4030	.4025	4
Hungary	Pengo	.1749	.1758	.1757	6½
Italy	Lira	.0526	.0526	.0526	7
Jugo-Slavia	Dinar	.1930	.0178	.0177	6
Norway	Krone	.2680	.2687	.2687	5
Portugal	Escudo	1.0805	.0452	.0451	8
Roumania	Leu	.0060	.0060	.0060	9
Spain	Peseta	.1250	.1250	.1202	5½
Sweden	Krona	.2680	.2696	.2695	4½
Switzerland	Franc	.1930	.1938	.1938	3½
United States	Dollar	1.00	1.0050	1.0043	4
Argentina	Peso (Paper)	.4244	.3819	.3816	—
Brazil	Milreis	.1196	.1135	.1142	—
Chile	Peso	.1217	.1216	.1215	6
Colombia	Peso	.9733	.9723	.9717	9
Mexico	Peso	.4985	.4788	.4779	6-7
Peru	Libra	4.8666	4.0099	4.0074	7
Venezuela	Bolivar	.1930	.1934	.1933	—
Uruguay	Peso	1.0342	.8818	.8888	—
Cuba	Peso	1.0000	.9993	.9993	—
Java	Guilder	.4020	.4030	.4027	5
Shanghai	Tael	.4836	.4836	.4770	—
India	Ruppee	.3650	.3661	.3659	7
Japan	Yen	.4985	.4949	.4946	5.48
Siam	Baht (Tical)	.4424	.4547	.4544	—
Straits Settlements	Dollar	.5678	.5640	.5636	—
Jamaica	Pound	4.8666	4.8817	4.8787	—
British Guiana	\$	1.0000	1.01½ — 1.02½	1.01¼ — 1.02¼	—
Barbados	\$	1.0000	1.01 — 1.02½	1.00¼ — 1.02¼	—
Trinidad	\$	1.0000	1.01 — 1.02½	1.00¼ — 1.02¼	—
Other British West Indies	\$	1.0000	1.01 — 1.02½	1.00¼ — 1.02¼	—
Martinique	Franc	.0392	.0393	.0393	—
Guadeloupe	Franc	.0392	.0393	.0393	—

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Second Phrase Code.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT KINGSTON, BELLEVILLE, PETERBOROUGH, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.); AND THE MARITIME PROVINCES TRADE COMMISSION, TORONTO.

Canadian exporters should, for follow-up purposes, send a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which it emanated.

Foodstuffs

232. BUTTERMILK.—A Liverpool importer of various feeding stuffs invites c.i.f. offers of semi-solid buttermilk.

233. CANNED VEGETABLES; CANNED FRUITS.—An agent in St. John's, Newfoundland, who is well connected with the trade throughout that Dominion, wishes to represent Canadian exporters of these lines.

234. FISH.—A firm of commission agents in Santo Domingo, Dominican Republic, wish to represent a Canadian exporter of codfish and all other kinds of salted fish.

235. LARD; WHEAT FLOUR.—A firm in Caracas, Venezuela, with extensive connections throughout that country, wish to represent a Canadian exporter of these lines, on a commission basis.

236. HAY.—A firm of importers at Liverpool would like to get in touch with exporters of New Brunswick and Nova Scotia hay.

Miscellaneous

237. NEWSPRINT AND OTHER PAPERS.—A firm in Caracas, Venezuela, with extensive connections throughout that country, wish to represent Canadian exporters of these lines, on a commission basis.

238. COOKERS; LAMPS; HEATERS; STOVES.—Commission agent in Athens wishes to act as representative of Canadian manufacturer of pressure cookers, gasoline lamps and lanterns, heaters, gasoline camp stoves, and gasoline stoves. Catalogues and prices are on file at Department.

239. TINPLATE.—A British firm in Shanghai desire connections with Canadian manufacturers of tinplate. Samples and lowest c.i.f. prices Shanghai should be forwarded direct.

240. WIRE FENCING.—A North of England firm wish to establish connections with Canadian manufacturers with a view to purchasing woven wire chain and chain link fencing for the North of England. Interested firms are requested to send catalogues and c.i.f. quotations.

241. WATER PUMPS.—A Hongkong firm of manufacturers' representatives ask for specifications and c.i.f. prices of water pumps.

242. ROAD ROLLERS.—A Hongkong firm of manufacturers' representatives ask for specifications and c.i.f. prices of road rollers.

243. **WOOD OIL.**—A firm in Shanghai wish to be placed in touch with Canadian suppliers of crude wool oil, suitable for use as a base for pharmaceutical preparation. Lowest c.i.f. prices Shanghai should be forwarded to the Trade Commissioner's office, Shanghai.

244. **TALC.**—A Liverpool firm of importers are desirous of getting in direct touch with Canadian firms with a view to acting as buyers or agents. Samples and c.i.f. Liverpool prices requested.

245. **ORES.**—A firm of commission agents dealing in minerals wish to get in touch with Canadian exporters of lead, zinc, copper, cobalt, nickel, molybdenum, bismuth ores.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Halifax

To **LIVERPOOL.**—Nova Scotia, March 25; Newfoundland, April 12—both Furness Line; Baltic, March 10 and April 7; Arabic, March 24; Dorelian, April 14—all White Star Line; Manchester Producer, March 10; Manchester Hero, March 24; Manchester Citizen, April 7—all Manchester Line; Andania, Cunard Line, March 31; Airthria, Anchor-Donaldson, March 17.

To **LONDON.**—Minnewaska, March 17; Napierian, March 31; Megantic, April 12—all White Star Line; Port Dunedin, March 10; Alaunia, April 7—both Cunard Line; Lancastria, Anchor-Donaldson Line, March 24; London Exchange, Furness Line, March 10.

To **MANCHESTER.**—Manchester Producer, March 10; Manchester Brigade, March 22; Manchester Hero, March 24; Manchester Citizen, April 7; Manchester Exporter, April 21—all Manchester Line; Dorelian, White Star Line, April 14.

To **SOUTHAMPTON.**—Megantic, White Star Line, April 12.

To **GLASGOW.**—Airthria, March 17; Kastalia, March 23; Letitia, April 12—all Anchor-Donaldson.

To **GOTHENBURG.**—Gripsholm, Swedish-American Line, March 24.

To **BREMEN AND HAMBURG.**—Westfalen, North German Lloyd, March 17.

To **ST. JOHN'S, Nfld.**—Silvia, March 11 and 25; Rosalind, March 18—both Furness-Red Cross Line; Farnorth, March 14 and 28 and April 11 (also calls at North Sydney); Sambro, March 21 and April 4 and 18—both Farquhar SS.; Nova Scotia, Furness Line, March 25; Sollund (also calls at Newfoundland outports), Newfoundland-Canada SS., March 14 and 29 and April 10.

To **ST. PIERRE-MIQUELON.**—Farnorth, March 14 and 28 and April 11; Fernfield, March 18 and April 1 and 15; Sambro, March 21 and April 4 and 18—all Farquhar SS.; Sollund, Newfoundland-Canada SS. Ltd., March 14 and 29 and April 10.

To **SOUTH AMERICAN PORTS.**—Canadian Spinner, March 20; Canadian Pathfinder, April 19—both Canadian National.

To **BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.**—Lady Nelson, March 21; Lady Hawkins, April 4; Lady Drake, April 18—all Canadian National; Peter Maersk, March 13; Agnete Maersk, March 27; a steamer, April 10—all Ocean Dominion (do not call at Nevis, Montserrat, or Dominica).

To **HAMILTON, BERMUDA; NASSAU, BAHAMAS; KINGSTON, JAMAICA; AND BELIZE, BRITISH HONDURAS.**—Lady Somers, March 15 and April 12; Cathcart, March 22 and April 19 (does not call at Bermuda or Nassau); Lady Rodney, March 29; Cavellier, April 5 (does not call at Bermuda or Nassau)—all Canadian National.

To **ST. GEORGE (BERMUDA), PORTO RICO, ST. KITTS, ANTIGUA, GUADELOUPE, MARTINIQUE, BARBADOS, TRINIDAD AND DEMERARA.**—Cornwallis, March 13; Chomedy, March 27 (also calls at St. Vincent, Grenada, and Tobago); Colborne, April 10—all Canadian National.

To **SANTIAGO (CUBA) AND KINGSTON (JAMAICA).**—Caledonia, March 19; Ottar, April 2 (also calls at Montego Bay and other Jamaica outports)—both Pickford & Black.

To **BRISBANE, SYDNEY, MELBOURNE AND ADELAIDE.**—Canadian Scottish, March 31; Canadian Victor, April 15—both Canadian National.

To **AUCKLAND, WELLINGTON, LYTTELTON, TIMARU AND DUNEDIN.**—Canadian Conqueror, Canadian National, March 25.

From St. John

To **AVONMOUTH, CARDIFF AND SWANSEA.**—Concordia, March 19; Vardulia, April 12—both Anchor-Donaldson.

To **GLASGOW.**—Melita, March 20 and April 17; Minnedosa, April 5—both Canadian Pacific; Airthria, March 14; Kastalia, March 26; Letitia, April 11—all Anchor-Donaldson.

To **BELFAST AND DUBLIN.**—Carrigan Head, March 16; Lord Antrim, April 5—both Head Line (cargo accepted for Londonderry and Cork).

To LIVERPOOL.—Montcalm, March 14; Duchess of York, March 21 and April 18; Duchess of Atholl, March 28; Duchess of Richmond, April 4; Duchess of Bedford, April 11—all Canadian Pacific.

To LONDON.—Beaverbrae, March 14 and April 18; Beaverburn, March 21; Beaverdale, March 28; Beaverford, April 4; Metagama, April 10—all Canadian Pacific.

To MANCHESTER.—Manchester Brigade, March 20; Manchester Commerce, April 3; Manchester Division, April 17—all Manchester Line.

To SOUTHAMPTON.—Montrose, March 27; Montclare, April 2; Montcalm, April 16—all Canadian Pacific.

To ANTWERP.—Montrose, March 27; Metagama, April 10; Beaverbrae, April 18—all Canadian Pacific; Grey County, March 21; Brant County, April 5—both County Line.

To HAMBURG.—Montclare, April 2; Montcalm, April 16—both Canadian Pacific; Kings County, March 10; Kent County, March 28; York County, April 16—all County-Hamburg American Line.

To HAVRE.—Grey County, March 21; Brant County, April 5—both County Line.

To SOUTH FRANCE AND ITALIAN PORTS.—Valfiorita, March 25; Valreale, April 15—both Lloyd Mediterraneo Italian Service.

To ROTTERDAM.—Laval County, March 17; Labelle County, April 3—both County Line.

To SUEZ, PORT SUDAN, ADEN, MOMBASA (KILINDINI), TANGA, DAR-ES-SALAAM, MADRAS, RANGOON AND CALCUTTA.—City of Christiania, American and Indian SS., March 23.

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Lady Nelson, March 13; Lady Hawkins, March 27; Lady Drake, April 10—all Canadian National; Agnete Maersk, March 21; a steamer, April 4; Peter Maersk, April 18—all Ocean Dominion (do not call at Nevis, Montserrat or Dominica).

To ST. PIERRE-MIQUELON AND ST. JOHN'S, Nfld.—Sollund, Newfoundland-Canada SS. Ltd., March 26.

From Vancouver

To YOKOHAMA, KOBE, SHANGHAI, HONGKONG AND MANILA.—Empress of Asia, March 29; Empress of Canada, April 17 (also calls at Honolulu)—both Canadian Pacific.

To YOKOHAMA, KOBE, MIKE AND HONGKONG.—Ixion, March 11; Tyndareus, April 1—both Blue Funnel.

To YOKOHAMA, KOBE, OSAKA AND DAIREN.—Paris Maru, Osaka Shosen Kaisha, April 1.

To YOKOHAMA, KOBE AND SHANGHAI.—Alabama Maru, April 3; Arabia Maru, April 24—both Osaka Shosen Kaisha.

To AUCKLAND, WELLINGTON, DUNEDIN AND LYTTELTON.—Golden Cross, March 19 (also calls at Timaru; Golden Cloud, April 17—both Oceanic and Oriental Navigation Company.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Aorangi, April 2; Niagara, April 30—both Canadian-Australasian Line.

To AUCKLAND, WELLINGTON, MELBOURNE AND SYDNEY.—Waikawa, Canadian-Australasian Line, April 1.

To SYDNEY AND MELBOURNE.—Pacific Commerce, Australian B.C. Shipping Co., Ltd., about March 25; Waitemata, Canadian-Australasian Line, April 18 (also calls at Papeete).

To BRISBANE, SYDNEY, NEWCASTLE, MELBOURNE AND ADELAIDE.—Eknaren, March 24; Bullaren, April—both Transatlantic SS. Co., Ltd.

To CAPE TOWN, DURBAN AND LOURENCO MARQUES.—West Grama, B.C. Shipping Agencies Limited, around middle of March (also calls at Algoa Bay).

To MANCHESTER.—Pacific Reliance, March 22; Pacific Shipper, April 5—both Furness (Pacific) Ltd.

To LIVERPOOL, SOUTHAMPTON, LONDON AND ROTTERDAM.—Nebraska, March 12; Delftdyk, March 27; Nietheroy, April 9—all North Pacific Coast Line.

To HAVRE, DUNKIRK, BORDEAUX AND ANTWERP.—Arkansas, March 15; Washington, April 3; Indiana, April 9—all French Line.

To HAMBURG, BREMEN AND ANTWERP.—San Francisco, March 14; Seattle, April 3—both Hamburg-American Line; Grootendyk, March 24; Narenta, April 14—both North Pacific Coast Line (also call at Rotterdam).

To BARCELONA, MARSEILLES, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Feltre, April 5; Rialto, April 28—both Navigazione Libera Triestina.

To BAHIA BLANCA, BUENOS AIRES, MONTEVIDEO, ROSARIO AND SANTA FÉ.—Hindanger, March 17; Taranger, April—both Westfal-Larsen.

To PORT OF SPAIN (TRINIDAD) AND BRIDGETOWN (BARBADOS).—Victoria, Canadian Transport Co. Ltd., about March 15.

To PUERTO COLOMBIA.—Point Bonita, March 15; Point Montara, March 24 (also calls at Curacao and Kingston); Point Sur, March 29; Point Arena, April 17—all Gulf Pacific Line.

LISTS OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

Copper Bars and Rods Bounty Act.
Electricity and Fluid Exportation Act. Electricity Inspection Act.
Electric Units Act. Gas Inspection Act. Gold and Silver Marking Act.
Grain Act. Hemp Bounty Act. Inland Water Freight Rates Act.
Statistics Act. Weights and Measures Inspection Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents.)
Canada-West Indies Conference (1920). (Price 25 cents.)
Canada-West Indies Conference Report (1925). (Price \$1.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 10 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription In Canada, \$1; single copies, 5 cents. Outside Canada \$3.50; single copies, 10 cents.
Czechoslovakia as a Market for Canadian Products (1927). (Price 25 cents.)
Denmark as a Market for Canadian Products (1926). (Price 25 cents.)
French-Canadian Homespun Industry.
Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)
Lumber Market of Japan (1926). (Price 25 cents.)
Markets of British Malaya (1923). (Price 25 cents.)
Markets of Central America (1929). (Price 25 cents.)
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price 25 cents.)
Peru as a Market for Canadian Products (1926). (Price 25 cents.)
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)
Russian Trade (1916). (Price 25 cents.)
Sweden as a Market for Canadian Products (1928). (Price 25 cents.)
Switzerland as a Market (1929). (Price 25 cents.)
Trade of the African Sub-Continent (1928). (Price 25 cents.)
Trade of the New Countries of Southeast Europe (1921). (Price 25 cents.)
Trading Opportunities in Scandinavia (1922). (Price 25 cents.)
Trade Possibilities of the Baltic States (1929). (Price 25 cents.)
Trading with Colombia and Venezuela (1928). (Price 25 cents.)
Trading with Egypt (1921). (Price 25 cents.)
Trading with Greece (1921). (Price 25 cents.)
Trading with Spain (1926). (Price 25 cents.)
West Africa and its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.

Census of Canada.
Census of Prairie Provinces (1916).
Miscellaneous Statistics respecting the following: Criminal: Education: Finance (Provincial and Municipal): Transportation, including railways and tramways, express, telegraphs, telephones, water, etc.: Production, including agriculture, furs, fisheries, forestry, mining and manufactures: Vital (annual and monthly).
Monthly Bulletin of Agricultural Statistics.
Sixty Years of Canadian Progress (1927). (Price 10 cents.)
Year Book of Canada.
Report of the Dominion Statistician, Annual.
Trade of Canada (Imports and Exports), Annual and Monthly.
Trade (Internal), including grain, live stock, coal prices, etc.

COMMERCIAL INTELLIGENCE SERVICE

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, B. Mitre 430, Buenos Aires. *Cable Address, Canadian.* Territory includes Chile and Uruguay.

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*
Commercial Agent: B. Millin, The Royal Exchange, Sydney, N.S.W.

Belgium

Jean J. Guay, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.* (Territory includes Roumania, Bulgaria, Hungary.)

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Ed. Da "A Noite," Sala 802, Praca Maua. *Cable Address, Canadian.*

British West Indies

Trinidad: R. T. Young. Address for letters—P.O. Box 125, Port of Spain. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*

Jamaica: F. W. Fraser, P.O. Box 225, Kingston. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, the Bahamas and British Honduras.) *Cable Address, Canadian.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—North China Daily News Building, 17 The Bund, Shanghai. *Cable Address, Canadian.*

Cuba

James Cormack. Address for letters—Apartado 1945. Office Address: Calle Obrapia 35, Havana, Cuba. (Territory includes San Domingo and Porto Rico.) *Cable Address, Canadian.*

France

Hercule Barré, 3 rue Scribe, Paris (9). *Cable Address, Cancomac.* (Territory includes French Colonies in North Africa, Egypt, Palestine, Syria.)

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Canadian.* (Territory covers Germany—except the Rhine Valley—Czechoslovakia, Austria, Poland, Esthonia, Latvia, Lithuania and Soviet Russia.)

Greece

Henri Turcot, 8 Metropole Street, Athens. (Territory includes Turkey.) *Cable Address, Canadian.*

Hongkong

Paul Sykes. Address for letters—P.O. Box 80. Office—Exchange Building, Hongkong. Territory includes South China, the Philippines, and Indo-China. *Cable Address, Canadian.*

India and Ceylon

Richard Grew, P.O. Box 2003, office, 8 Esplanade Mansions, Government Place East, Calcutta. *Cable Address, Canadian.*

Irish Free State

J. H. English, 66 Upper O'Connell street, Dublin *Cable Address, Canadian.*

Italy

A. B. Muddiman, Via Manzoni Nr. 5—Milan (102). *Cables, Canadian.* Territory includes Spain, Portugal, Gibraltar, Canary Islands, Malta, Italian Colony in Africa, Albania, Jugoslavia, and Cyprus.)

Japan

Tokyo: J. A. Langley, Commercial Secretary Address for letters, P.O. Box F. 101, Tokyo Central. Office, Imperial Life Assurance Building, Marunouchi, Tokyo. *Cables, Canadian.*
Kobe: Acting Trade Commissioner. Address for letters, P.O. Box 230. Office, Chamber of Commerce Bldg., Kobe. *Cables, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. (Territory includes Central American Republics.) *Cable Address, Cancomac.*

Netherlands

J. C. Macgillivray, Beursplein 26B, Rotterdam. (Territory includes the Rhine valley and Switzerland.) *Cable Address, Canadian.*

Netherlands East Indies

G. R. Heasman, P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Yorkshire House, Shortland street, Auckland. *Cable Address, Canadian.*

Norway

F. H. Palmer, Jernbanetorget 4, Oslo. (Territory includes Scandinavian countries and Finland.) *Cable Address, Canadian.*

Panama

J. A. Strong, P.O. Box No. 222, Panama City. (Territory includes Venezuela and Colombia.) *Cable Address, Canadian.*

Peru

G. R. Stevens, Casilla 1212, Lima. Office, Calle Crea, 478. (Territory includes Bolivia and Ecuador.) *Cable Address, Canadian.*

South Africa

C. S. Bissett, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

London: Harrison Watson, Canadian Building, Trafalgar Square, S.W. 1, England. *Cable Address, Sleighing, London.*

London: J. Forsyth Smith, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C. 2. *Cable Address, Canfrucum.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany and Spain.)

Liverpool: Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street. *Cable Address, Canadian.*

Bristol: Douglas S. Cole, Sun Building, Clare street. *Cable Address, Canadian.*

Glasgow: Gordon B. Johnson, 200 St. Vincent Street, Scotland. *Cable Address, Cantracom.*

United States

New York City: Frederic Hudd, 44 Whitehall street. *Cable Address, Cantracom.*

Chicago: R. S. O'Meara, Willoughby Tower, 8 S Michigan Avenue. *Cable Address, Canadian.*

NOTE.—Bentley's Second Phrase Code is used by Canadian Trade Commissioners.

Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. James Malcolm, M.P.

Deputy Minister: F. C. T. O'Hara

Director, Commercial Intelligence Service: C. H. Payne

Published in English and French. Subscription Price for either edition: \$1 per annum in Canada (single copies 5 cents each); \$3.50 outside the Dominion (single copies 10 cents each). Remittances, which may be made by Post Office or Express Orders, or Drafts, or Cheques, payable at par in Ottawa: should be addressed to the King's Printer, Government Printing Bureau, Ottawa.

Vol. XLII

Ottawa, March 15, 1930

No. 1363

TABLE OF CONTENTS

	Page		Page
Mr. MacGillivray's Visit to Toronto	385	Market for Fish and Fish Products	
Allocation of Trade Commissioners' Territories in the United States....	385	in Brazil	398
Market for Canned Fish in the Dutch East Indies	386	Market for Potatoes in Peru	400
Liverpool Poultry Market.....	391	Cuban Market for Dried Fish.....	401
Market for Mops in the North of England	392	General Conditions in Norway in 1929	402
Irish Fisheries in 1929.....	393	Life Insurance in Japan.....	407
Consular Invoices for Panama.....	393	Peat Experiments in Electrical Industry	409
Tobacco Situation in British South Africa	394	Shipments of South African Potatoes	409
Commercial Notes from New South Wales	395	Tanganyika's Trade in 1929.....	409
Trinidad's Economic Situation.....	397	New Zealand Removes Duty on Bran and Pollard	409
		Foreign Exchange Quotations.....	410
		Trade Inquiries	411
		Sailings from Canadian Ports.....	413
		Commercial Intelligence Service.....	416

MR. MACGILLIVRAY'S VISIT TO TORONTO

Mr. J. C. Macgillivray, Canadian Trade Commissioner in Rotterdam, who is making a tour of Canada in the interests of Canadian exporters to the Netherlands, will be in Toronto from March 19 to April 14 inclusive. Firms desiring to interview Mr. Macgillivray are requested to communicate with Mr. Alex. Marshall, Manager, Commercial Intelligence Branch, Canadian Manufacturers' Association, Toronto.

ALLOCATION OF TRADE COMMISSIONERS' TERRITORIES IN THE UNITED STATES

A new office of the Trade Commissioner Service of the Department of Trade and Commerce has been opened in San Francisco. The following are the names and addresses of the Trade Commissioners in the several offices in the United States, with the territories assigned to each:—

New York City: Frederic Hudd, 44 Whitehall street. (Territory covers New England, Atlantic Seaboard States, Pennsylvania; also the Colony of Bermuda). *Cables, Cantracom.*

Chicago: R. S. O'Meara, Willoughby Tower, 8 South Michigan avenue. (Territory covers the Middle West and the Mississippi Valley). *Cables, Canadian.*

San Francisco: H. R. Poussette, c/o Bank of Montreal, 233 California street. (Territory covers the Pacific Seaboard and Rocky Mountain States).

MARKET FOR CANNED FISH IN THE DUTCH EAST INDIES

J. CH. D. OCKERSE, OFFICE OF THE TRADE COMMISSIONER

(All values and prices are expressed in Canadian currency)

Batavia, December 27, 1929.—The Dutch East Indies offer a large market for sundry lines of fishery products. Imports of all kinds during 1926 and 1927 totalled approximately \$8,581,600 and \$8,348,700 respectively. These figures include a number of fish and fish products in which Canada is not interested. It is only in canned fish such as pilchards, chum salmon and sardines for native consumption, and in such quality lines as lobsters, sockeye or pink salmons for the European and better-class Chinese population that Canada can hope to compete.

The following statistics give some idea of the quantity and value of canned fish entering Java for the years 1926, 1927 and 1928. A considerable quantity also enters the surrounding islands, including the large island of Sumatra.

	Gross Tons (Metric)			Values in 1,000 Dollars		
	1926	1927	1928	1926	1927	1928
Sardines						
Holland	25	15	7	13	7	4
Great Britain . . . . .	...	10	4	...	6	2
France	142	152	96	73	91	55
Norway and Italy	44	26	5	11	7	1
Canada	31	28	...	6	5	...
United States (Atlantic coast)	276	276	659	42	38	89
United States (Pacific Coast)	2,750	3,955	2,869	372	546	377
Other countries	53	15	80	13	5	9
Total	3,321	4,477	3,720	530	704	537
Salmon—						
Great Britain	85	87	87	45	45	44
Canada	108	174	72	18	28	11
United States (Atlantic Coast)	17	38	8	3	6	1
United States (Pacific Coast)	157	255	129	32	46	24
Other countries	3	13	3	1	4	1
Total	370	567	299	99	129	81
Fish (Canned and Bottled) N.o.p.—						
Holland	84	81	105	36	36	38
Great Britain	31	21	24	7	5	5
United States . . . . .	...	...	104	...	...	15
Other countries	37	46	42	11	15	13
Total	152	148	275	54	56	71

The general heading "fish" includes such canned and bottled fishery products as anchovies, codfish, herring, lobsters, mackerel, pilchards and other canned or bottled fish. The market for such fish lines as anchovies, codfish and lobsters is limited as consumption is confined to the European population. Lobsters, mackerel and pilchards are the only lines that offer an outlet for Canadian packers under this heading.

SARDINES

During the past three years sardines have occupied the foremost place both in quantity and value of imports. Sardines can be divided into two distinct groups—i.e., the better quality sardines in oil and tomato sauce imported from France, Norway and Italy, and the cheaper grades from the American continent.

There are various brands of French sardines on the market put up in flat half and quarter tins. The most popularly known are Amieux Frères, Benoit, Gravier Ainé, Peneau and Rödel. Sales are limited in the more expensive grades, and their chief consumption is among the Europeans. The lower-priced French sardines in tomato sauce (Peneau) find their way mostly to Chinese eating-houses and the Chinese working classes. Consumption among the natives of the latter is small.

Small parcels have been imported of recent years from Scandinavia (Odette, Caral) and Southern Europe (Angoli Parodi) to compete with the lower-priced French sardines, but imports have diminished steadily, while some lines have met with utter failure.

The largest sales in sardines are in the low-priced product put up in 15-ounce tins and known as the California sardines. These appeal particularly to the native trade. The United States controls the market. It is hard to overcome the preference displayed for this class of sardine, and to introduce into the market a competing line that does not conform to the special packing in oval tins.

Statistics show that while the total value of imports from both the Atlantic and Pacific Coasts during 1927 increased by \$171,515 or approximately 41 per cent compared with 1926, the decrease in 1928 over 1927 amounted to \$118,837 or approximately 20 per cent. This decline in the importations of oval tin sardines is due to lower purchasing power of the native during 1928, and to the reluctance of importers to keep up stocks when prices were constantly crumbling. This all helped to create an uncertain position. Competition has also increased, resulting in a low margin of profit.

In the flat quarter-tins imports from Canada are making steady progress. This is not reflected in domestic statistics, which actually show a decrease in both volume and value for 1927 of 10 and 24 per cent respectively over the year 1926. The returns for 1928 show no imports whatever. This is due to the failure of local importing firms to make a correct declaration of the country of origin in their customs entry forms. Canadian statistics covering these fiscal years ended March 31 show the following exports of sardines to the Dutch East Indies:—

	1926	1927	1928
Cwts.	248	1,252	1,452
Dollars	2,530	12,879	14,210

These figures are sufficient to show the constant increase.

PRICES

Retail prices for French sardines in oil vary from 22 to 38 cents, depending on the quality, and from 20 to 34 cents for sardines in tomato sauce per tin of 5 ounces. Prices for the Norwegian sardine average between 10 and 14 cents per tin of 4½ ounces. The cheap sardines in tomato sauce put up in quarter tins retail at 6 cents. The 15-ounce oval tin sardine in tomato sauce retails, at from 12 to 16 cents.

Average quotations c.i.f. Java for the California sardine are approximately \$3.10 per case of 48 oval tins (15 ounces). For the quarter-tins packed 100 3½-ounce tins to a case, the average price delivered warehouse has been in the neighbourhood of \$4.85, while wholesale selling prices are about \$5.20 and less for volume business. It is evident that importers are working on a very small margin of profit. To be of real interest to local importers, quotations c.i.f. Java should be not higher than \$3.80 but preferably \$3.70 per case.

It is doubtful whether the market in flat-tinned sardines will ever assume the same large volume as the California sardines in oval tins, at least as long as prices are in favour of the latter. One case of 48 oval tins holds 720 ounces as against 350 ounces for the flat quarter tins packed 100 to a case. To purchase the same weight of fish the native has to pay from 55 to 100 per cent more for the quarter tins than for the oval. The average native wants quantity for his money; quality is always a secondary consideration.

SALMON

The market for sockeye or pink salmon is limited to the European and better-class Chinese population. It is only in chum salmon for the native trade that a large turnover exists.

Statistics show that canned salmon has been Canada's chief export for many years to this territory compared with other canned fish lines. This is not apparent from local statistics, but the following are the Dominion Bureau of Statistics returns for the past three years ended March 31 covering exports to the Dutch East Indies:—

	1926	1927	1928
Total canned fish exports	\$38,406	\$61,385	\$111,495
Canned salmon exports	35,876	48,506	92,805
Percentage salmon	93.4	79.0	83.2

The balance of Canada's canned fish exports to this country is made up largely of sardines (1926, 6.6 per cent; 1927, 21 per cent; and 1928, 12.8 per cent).

Local statistics indicate that imports of salmon from Canada have fallen off, but as in the case of sardines this is due to inaccurate declaration in customs entry forms. Canadian products are often loosely described as coming from "North America" and the United States is credited. The following figures showing canned salmon imports will serve to illustrate the discrepancy.

Statistics:	Local	Canadian	Local	Canadian	Local	Canadian
	1926		1927		1928	
Cwts	2,119	3,895	3,421	5,121	1,409	9,252
Dollars	17,992	35,876	28,226	48,506	11,367	92,805

Local returns indicate a decrease in 1928 compared with 1927. Canadian returns, however, show a steady increase over a period of three fiscal years. Comparison of the ten months ended October 31, 1928, with the corresponding period in 1929 shows the following figures taken from local statistics:—

	October 31, 1928		October 31, 1929	
	Kilos	Dollars	Kilos	Dollars
United States (Atlantic coast) . . . . .	.....	.....	13,918	2,050
United States (Pacific Coast)	85,277	14,711	57,041	12,473
Canada	67,412	10,582	52,919	8,142
Total	239,408	66,182	208,579	56,758

For the year ended March 31, 1929, Canadian exports to the Dutch East Indies are given as 2,792 cwts. valued at \$28,386, which is considerably lower than exports of canned salmon during the corresponding period of 1928.

The decline in imports during 1929 was partly due to heavy inroads made by shipments of cheap California sardines. As regards imports from Canada, another reason is that prices have been far too high.

Prices.—Retail prices for sockeye salmon in one-pound talls are approximately 34 cents per tin, while chum salmon is sold retail at an average price of 20 cents. The latter applies to both the Canadian and the United States product.

Quotations c.i.f. Java from United States sources of supply are averaging \$5.20 per case of 48/1-pound talls. The Canadian c.i.f. quotations range between \$5.45 and \$5.70. With this wide spread in value it is difficult to maintain the interest of local importers in a Canadian source of supply or to create fresh points of contact. Based on a c.i.f. quotation of (say) \$5.60, the landed cost price here would work out at approximately \$6.40, while the article must be sold to the Chinese retail trade at \$6.60 per case, leaving the importer a profit of 20 cents per case. It is often necessary, in order to meet competition, for the importer to grant up to three months' credit. It will be seen that this line is scarcely worth while handling at present.

CANNED FISH, N.O.P.

Included under this heading in local statistics are all other canned fish lines not separately classified. During the years 1926 and 1927 Canada's share

in these imports is not apparent from either local or Canadian returns. It is true that exports from Canada to Java are enumerated also under "herring" in Canadian statistical returns, but these figures refer to canned sardines. For the fiscal year ended March 31, 1928, no herring exports to the Dutch East Indies are given; lobster and mackerel are likewise not mentioned. Small shipments of canned pilchards were made from Canada to this country during the year ended March 31, 1928, totalling 351 cwts. in quantity and \$4,480 in value.

LOBSTERS

The lobster market is decidedly small and, being a luxury line, chiefly confined to Europeans, it is difficult to estimate with any degree of accuracy its annual turnover, and it is equally hard to apportion countries of supply. The United Kingdom, Holland, the United States, and Japan are among the countries exporting canned lobsters to Java. The most popularly known brands locally are undoubtedly the Morton and Crosse & Blackwell. These are usually Canadian lobsters sold under their own brand. Supplies from Japan are not equally as good in quality as the British or American, but are very much cheaper in price.

Retail prices of choice quality lobsters are about 36 and 64 cents for the $\frac{1}{4}$ and $\frac{1}{2}$ flats respectively, and \$1.20 for the 1/1 flats. To be of interest to local importers c.i.f. quotations should not be higher than \$21, \$37 and \$31.50 per case of eight dozen $\frac{1}{4}$ and $\frac{1}{2}$ flats, and four dozen 1/1 flats respectively.

MACKEREL

This is a canned fish line for which the native market offers but limited prospects when compared with salmon or sardines.

No detailed figures are available either in local statistics or in Canadian returns by which importations of Canadian mackerel into the Dutch East Indies can be traced. Local importers handling canned fish lines intimate that shipments to Java have been made during the past year or two from the United States Pacific Coast, but no estimate of quantities imported can be obtained.

Wholesale prices to Chinese dealers average about \$4.80 per case of 48 tall tins containing 14 ounces net. The fish is sold retail at approximately 18 cents per tin. Until recently c.i.f. quotations for the California product have been between \$4.30 and \$4.35, but latest quotations show a drop to below \$4.10. So far Canadian packers have not been in a position to compete, but if they are seriously interested in this market they should be guided by the above prices.

PILCHARDS

No returns of pilchards are shown in local statistics, but as mentioned above Canadian statistics record exports to the Dutch East Indies for the first time during the fiscal year ended March 31, 1928. For the year ended March 31, 1929, exports totalled 3,505 cwts. in quantity and \$30,031 in value. This considerable increase may be taken as an indication that the Canadian product appeals favourably to the local market. The popularity which pilchards have gained for themselves is largely due to the fact that the fish is sold to the native trade as a cheaper variety of salmon.

Retail prices are about 18 cents per tin of one pound net. During 1929 a small shipment was landed for a local importer and the initial cost, delivered warehouse, worked out at about \$6 per case of 100 one-pound talls.

While c.i.f. quotations submitted during the present year by one or two Canadian packers did actually enable them to interest local importers, the advantage was offset by the fact that American exporters on the Pacific Coast shortly after managed to land pilchards in this country at about one dollar per case below the best Canadian quotation. So long as this wide spread in value

prevails, it is unlikely that the Canadian exporter will obtain any large share of the local market.

PACKING AND LABELLING

For the various kinds of canned fishery products discussed above strong wooden boxes should be used and they must be wirebound to avoid breakage and prevent pilferage. Shipments to this part of the world are exposed to rough handling during transit.

The tin itself must be attractively labelled with the "chop" or brand standing out prominently. This applies especially to canned fish intended for the native market. A particular line of canned fish—in fact of any article for the native trade—is not known so much by the name of the packer or the manufacturer as it is by a "catchword" or a picture. Bright colours generally appeal to the native eye, red being the most popular; other desirable colours are bright yellow and green. In the case of sardines put up in quarter tins, a red wrapper of glassine paper has proved popular. The label should be pasted on the wrapper.

METHODS OF PURCHASE AND TERRITORY ALLOTMENT

Until recent years canned fish products were handled almost exclusively by old-established European importers. Of late, however, large Chinese firms have entered the import trade, dealing direct with the foreign exporter. Some of these Chinese concerns are well organized and able to offer active distribution, even though limited to one or two sections of Java or the Outer Islands. For a number of reasons, however, exporters would be well advised to consult the Trade Commissioner at Batavia before entering into direct business with local importers.

Closely connected with the choice of an importer is the question of territory allotment. While some of the larger firms are in a position to offer effective distribution to cover the whole of the Dutch East Indies, others should be confined to a particular area. In other words, it might sometimes be necessary to appoint more than one representative for the same article in different sections of the territory to secure effective distribution.

IMPORT DUTIES AND DOCUMENTATION

The Dutch East Indies have one general tariff applying equally to importations from Holland and from all other foreign countries. The rate of duty varies between 6 and 12 per cent as the case may be, and is assessed on an ad valorem basis. In addition there is a statistical duty amounting to one quarter per cent ad valorem.

The import duty on canned fishery products is as follows:—

Fish—Preserved (i.e., canned, bottled, in jars, etc.), 12 per cent ad valorem (including anchovies, lobsters, mackerel, salmon and sardines).

Except for the usual invoice showing name of shipper and consignee, marks and numbers of boxes, quantities, contents and the actual selling price c.i.f. destination, no other special documents are required for local customs purposes. Where values are shown f.o.b. seaport at country of shipment, a specification of freight, insurance and other incidental charges should accompany the invoice to arrive at the c.i.f. value. In some cases assessable values are computed by arbitrary market prices determined by the local customs authorities at quarterly intervals.

PROSPECTS

While the volume of sales of articles of food, including such luxury lines as canned lobster for the European population, is not subject to marked fluctuations, conditions in the native trade are different. The great majority of the population earn their living from agricultural pursuits and their purchasing power

depends on the value of their crops. Besides the native staple food products such as rice, cassava and maize, the population of Java and the Outer Islands are engaged in the cultivation of rubber, tea, tobacco and spices, which are shipped to world markets.

A serious slump has taken place in almost all agricultural produce in which the native is directly or indirectly interested. The protracted drought of last year and lack of sufficient rain in January, 1930, is going to result in many crop failures. This condition of affairs added to the already low price of estate produce will be reflected in consumption figures for 1930. Lower imports in all lines are predicted.

LIVERPOOL POULTRY MARKET

HARRY A. SCOTT, CANADIAN TRADE COMMISSIONER

Liverpool, February 20, 1930.—The prices obtainable for dressed poultry on this market have been generally unattractive to Canadian exporters for several years past, and during 1929 the high values of both Canadian and American chickens again prevented any real volume of business to this territory.

During the early part of last year the first set-back to the poultry market in this country was the freezing up of the Baltic ports, which created a temporary shortage of Russian birds until about the middle of April, and prices for this variety went up about 2d. (4 cents) per pound over the previous year. On the other hand, increasing quantities of English and Irish poultry which had been put away in the fall of 1928 almost made up for the scarcity from other sources during the spring months. This condition ruled throughout the balance of the importing season. Heavy domestic supplies came on the market in September, October, November and December, and it was reported recently that holdings in cold stores of these local supplies were heavier than usual.

The outlook for imported poultry from Canada and the United States is regarded rather more hopefully at the moment by reason of the much lower quotations that have been reported from United States shippers, and one or two trial orders are understood to have been arranged from this source for shipment during February and March. American offers have been made on the basis of 1s. 3d. (30 cents) to 1s. 4d. (32 cents) per pound c.i.f. Liverpool, apparently with the object of encouraging initial business as it is understood that stocks are relatively heavy. The inquiry among North of England firms is not general as yet, because there are still fair quantities of cold-stored English and Irish chickens available that have to be disposed of. Larger supplies of fresh birds have arrived in northern markets than in previous seasons, which must also be marketed before imported varieties can be sold in any quantities. Domestic frozen poultry can be sold at from 29 cents to 30 cents after storage charges have been paid, so that imported chickens are still rather dear. According to one agent with a long experience in the trade, the milk-fed well-packed Canadian and American chickens are able to command a premium over the domestic cold storage product which is not as well graded and is more roughly packed.

Russian poultry is now arriving in increasing quantities, but there is a temporary absence of demand in the North of England for this variety owing to available local supplies. The south of England is understood to be paying from 28 cents to 30 cents per pound ex stores, London, for best weights of the more popular packs of Russian chickens which are put up in the North American style, in cases of one dozen birds, well selected and finished. These Russian chickens are popular in weights ranging from 30 to 42 pounds per dozen. Heavier birds from this source are inclined to be hard and accordingly are not so favoured.

Reports from Russia indicate that stocks will not be as heavy as last year, but accurate information on this point is difficult to obtain. At the moment they are not disposed to give way in price to encourage business in North of England markets.

The opinion seems to be that if the demand for a medium-size chicken, say from 36 to 47 pounds per dozen, develops this season along the lines hoped for, buyers would prefer to pay a little more for Canadian birds on the score of quality. American poultry is the most serious competitor of Canadian in this territory, and in view of the high standard of grading established both by Canadian and American exporters who have for years catered to this market, new shippers must be prepared to pay the closest attention to quality and packing. The importing season commences usually in late February and runs until about the end of June. As stated in previous reports, in Liverpool and the North of England generally, chickens weighing from 36 to 48 pounds per dozen find the readiest market, and represent about 70 per cent of the total business. The remaining 30 per cent can be roughly divided into 20 per cent under 36 pounds to the dozen, and 10 per cent from 48 pounds to 60 pounds. It is understood that the heavier birds command a better price on the London market than in the North of England. Milk-fed poultry is in most demand as it withstands cold storage better than "plain fed." White-fleshed chickens are distinctly favoured. Birds should be packed twelve to a box, and placed tightly together with the breasts up, which system is preferred over packing them on their sides. They should also be paper-wrapped.

In view of wheat appears to be a more encouraging outlook than for some time past for Canadian exporters to obtain a share of this trade, interested firms are invited to communicate with the Canadian Trade Commissioner at Liverpool.

MARKET FOR MOPS IN THE NORTH OF ENGLAND

G. A. NEWMAN, ASSISTANT TRADE COMMISSIONER

Liverpool, February 14, 1930.—At the request of a Canadian exporter, this office recently investigated the market for cotton yarn dust mops. Numerous brands are being advertised, and in general the popular type is that approximating in size and design a well-known American brand familiar to Canadian householders. Most of these mops, including one brand originally American, are made in this country. Cotton waste is cheap, thereby enabling manufacturers to produce a mop at low cost. The product usually consists of cotton yarns sewn to a strong piece of cloth, which is in turn fitted on to a wire or metal frame, with a socket for a detachable handle. In many of the mops the dusting surface can be removed from the metal frame for washing once the yarns have become dirty.

Prices are very low. For example, an American brand, now made in England, retails at 3s. (73 cents), 4s. (97 cents) and 5s. (\$1.21), according to the size of mop. By allowing for discounts of $33\frac{1}{3}$ and 20 per cent approximate prices for goods delivered to wholesale house can be arrived at, which, in the case of this particular model of mop, ranges at 18s. (\$4.38) per dozen; and 25s. (\$6.07) and 32s. (\$7.78) per dozen. Another dust mop which is receiving a fair sale, made by an English firm, retails at 1s. 3d. (30 cents) for the small size and 2s. 6d. (60 cents) for the larger size. The average price asked by the stores for a medium-class article works out at about 2s. 6d. (60 cents).

Any Canadian company contemplating entering the United Kingdom market must be prepared to enter upon a heavy advertising campaign, and to set up their own sales organization.

IRISH FISHERIES IN 1929

JOHN H. ENGLISH, CANADIAN TRADE COMMISSIONER

Dublin, February 21, 1930.—The year 1929 was a disappointing one in the fishing industry of the Irish Free State, according to a report appearing in the official organ of the Department of Industry and Commerce, the *Irish Trade Journal*. The total catch of sea fish for the twelve months ending December 31, 1929, was valued at £273,713, as compared with £377,525 in 1928—a decrease of nearly 30 per cent for the year. The comparative failure of the fish catch affected practically all branches of the industry, but especially the herring and mackerel fisheries.

HERRING

The herring catch alone showed a decline for the year of 50 per cent from 272,236 cwt. to 137,625 cwt., which in turn showed a substantial decline from the preceding year. In the case of the chief herring grounds around the coast of Ireland shoals failed in many instances to make their accustomed appearance, with the result that some curers who had made preparations for a heavy season failed to cure a single barrel. The results on the Northern and Western shores, while not as disappointing as elsewhere, were greatly below expectations, and heavy losses generally resulted.

MACKEREL

The mackerel catch showed some improvement during 1929, although still remaining considerably behind the average. The actual catch was 81,133 cwt. as compared with 71,300 cwt. in 1928. Spring fishing proved to be bad, inasmuch as the weather was inclement, and the quantity of fish lacking, but these hardships were made up for somewhat by the higher prices ruling. Autumn inshore fishing was likewise disappointing, so that while the actual mackerel catch for 1929 exceeded that of the previous year slightly, the conditions in the industry were not favourable.

The catches of cod, haddock, plaice, whiting and other fish were practically normal, while the catch of shellfish shows some increase over the year 1928. Lobsters caught increased in numbers from 485,659 to 576,802, while oysters increased from 317,760 to 357,732.

The salmon and trout catches were particularly small and disappointing owing to the exceptionally dry weather in the earlier part of the year. High prices on the English market, however, compensated to some extent for the poor catch.

FOREIGN TRADE

The imports and exports of fish during the year reflect the unsatisfactory result of the catch. The value of fish imports (including canned) was £354,452 in 1929, as compared with £316,157 in 1928, while Irish Free State exports of all kinds of fish during the same periods totalled only £493,550, as compared with £695,951 in 1928.

CONSULAR INVOICES FOR PANAMA

With reference to the information given on documentation of shipments going to Panama in *Commercial Intelligence Journal* No. 1354—(January 11, 1930), page 77, the office of the Consulate of Panama, Halifax, advises that six copies of the consular invoice should be presented to the Consulate for vise, not three copies, as was stated in the article. One of the copies is returned to the shipper.

TOBACCO SITUATION IN BRITISH SOUTH AFRICA

J. L. MUTTER, ASSISTANT TRADE COMMISSIONER

Cape Town, February 1, 1930.—Final returns relating to tobacco production in Southern Rhodesia are not yet complete, but according to the preliminary estimate of the tobacco and cotton expert of the Colony, the production of both Virginian and Turkish types for the season 1928-29 will only amount to approximately 6,500,000 pounds.

A glance at the appended table will reveal the effect of the drastic reduction from 46,123 acres planted to tobacco in 1927-28 to 18,300 acres for 1928-29:—

Season	Production		Total Lbs.	Exports		Total Lbs.
	Virginia Lbs.	Turkish Lbs.		Virginia Lbs.	Turkish Lbs.	
1925-1926.	5,313,186	346,623	5,659,809	4,691,966	346,623	5,038,589
1926-1927.	18,631,069	633,488	19,264,559	15,308,895	633,488	15,942,383
1927-1928.	24,437,664	451,580	24,889,244	14,779,024	451,580	15,230,604
1928-1929*	6,000,000	500,000	6,500,000	.....	.....	.....

* Estimated.

Acreage, yields and types for the season 1927-1928 are indicated hereunder.

Virginia Tobacco.—Total acreage, 46,123; total yield in pounds, 24,201,251; of which flue cured, 22,251,701, fire cured 93,545, sun cured 28,980, air cured 3,800 and Inyoka* 92,824.

Turkish Tobacco.—Total acreage, 899; total yield in pounds, 447,580.

Following upon a visit made to England by the Minister of Mines and Works for the purpose of studying problems affecting the merchandising of Rhodesian tobacco, advice was given to all growers to curtail production during the 1928-29 season—a recommendation which has obviously been generally adopted.

At the close of the 1926-27 season, when the total acreage under production was more than double that of the previous season, and it was seen that a proportionate increase might be expected in the following one, a note of caution was struck by officials of the Tobacco Branch of the Department of Agriculture, who expressed the opinion that such rapid additions to acreage could only be considered sound when marketing facilities were commensurately increased. However, as a direct result of the excellent yields obtained during the 1926-27 season and the satisfactory prices obtained for the previous crop, there was a general doubling up of acreage and a corresponding increase in the erection of barns and other buildings to house the crop. Having incurred this additional expense, growers found themselves faced with a steady decline in sales and in the price offered for their leaf.

The collapse of the tobacco market has turned the attention of producers to other crops—e.g., maize, cotton, ground nuts, etc.,—and although at the moment there is a slight improvement in the position, this is regarded as merely seasonal, no permanent betterment being as yet indicated owing to the large surplus stocks now held both locally and in Great Britain. The serious slump is due entirely to heavy over-production—the rapid increase in supply not having been accompanied by a proportionate increase in demand. Smokers in Great Britain must first be educated to the taste of Rhodesian tobacco before even a small portion of the potential output can be absorbed.

Nyassaland tobacco statistics for recent years are as follows:—

Year	Production		Exports	
	European Acres	Yield Lbs.	Native and European Lbs.	Value £
1926	22,908	6,446,508	16,107	4,531,520
1927	25,002	10,448,464	18,601	7,804,160
1928	22,475	9,111,760	13,337	5,407,360
				11,632,497
				496,561

* ("Inyoka" is leaf, which after being fermented, is formed into cones, balls or bricks for native consumption).

Complete returns for the 1929 crop are not yet available, but it is certain that, as in the case of Rhodesia, the 1929 figures will show a pronounced decrease. Nyassaland planters in a recent report to the Convention of Associations of Nyassaland on the subject of Empire tobacco-growing disclaim responsibility for over-production. They state that, on the advice of those whom they regarded as the best authorities and experts, they provided that security of continuity of supplies the lack of which the manufacturer had stated was the bar to the extended use of Empire tobaccos, only to be informed, when the tobacco reached United Kingdom markets, that the market was over-stocked and the leaf unsuitable. The stagnation is mainly in cigarette leaf, but is spreading to the darker and heavier tobaccos, already a dwindling market, as the use of heavy pipe and chewing tobaccos is universally decreasing. On the recommendation of a sub-committee, the Convention adopted a number of suggestions designed to facilitate the marketing of Empire tobaccos and to benefit the whole industry in Nyassaland and the Rhodesias.

The whole situation, however, is further complicated by the recent breakdown of customs negotiations between the Union of South Africa and Rhodesia. In the present resumption of such negotiations the question of the tobacco crisis is one of great importance, in view of the quantity of Rhodesian tobacco that has found a market in the Union during the past few years.*

The Union Minister of Agriculture has pointed out that, according to departmental estimates—although the Union tobacco crop for 1928-29 will probably be about 8,500,000 pounds less than in the 1927-28 season, there is unfortunately on hand an accumulated surplus from the 1927 and 1928 crops amounting to about 19,000,000 pounds.

A congress, representative of all sections of the Union of South Africa's tobacco industry, has requested the Government to place an import duty on leaf tobacco applicable to all tobaccos imported from outside the Union, with a preference up to 50 per cent to Rhodesia, or alternatively to allow a definite quota of tobacco to enter the Union tax-free from Rhodesia, but only for a period of three years.

It remains to be seen what the outcome of such representations will be. In some circles the opinion is expressed that the present bad state of the industry in the Union is entirely due to the importation of Rhodesian tobacco. In others, doubt is expressed as to whether any good purpose can be served by taxing or limiting imports of the Rhodesian product, the contention being that Union tobacco farmers could not produce the quality of high-grade leaf required for the manufacture of cigarettes.

COMMERCIAL NOTES FROM NEW SOUTH WALES

B. MILLIN, COMMERCIAL AGENT

Motor Show at Sydney

Sydney, February 6, 1930.—The annual show at Sydney of the Motor Traders' Association has just closed, and is regarded as the most successful yet held, the value of the exhibits being over £1,000,000. There were forty different makes of cars on view representing all the products of the principal British, American and Continental plants.

Special attention was paid to commercial vehicles, which were presented in twenty-five different styles graphically illustrating the great progress this form of traction has made in Australia. Last year the Main Roads Board spent the sum of £4,500,000 on the construction of arterial roads in the State of New South Wales alone, and a similar rate of expenditure is maintained in all the

* Cabled advices, since the above was written, are that the Union of South Africa and the Rhodesias have been successful in coming to a new customs agreement. (See *Commercial Intelligence Journal* No. 1360: February 22, 1930, page 305.)

other States. Consequently the country roads are now in such good condition that the railways are feeling seriously the result of their competition.

Australian products played a prominent part in the exhibition, and a joint exhibition of the Chamber of Automotive Manufacturers showed the extent to which Australian factories have of late years increased their production of parts, equipment and accessories.

Wine Production in Australia

New areas coming into bearing, the sending of large quantities of drying varieties of grapes to the wineries, and heavy vintages have been responsible for great increases in the production of wine in Australia during the last few years. The vintage in 1928 showed a considerable decrease owing to the disastrous late frost experienced in South Australia and to a lesser extent in Victoria. Following are the production figures for recent years (in gallons): 1922, 8,542,573; 1923, 11,427,793; 1924, 14,663,881; 1925, 13,299,290; 1926, 16,224,741; 1927, 20,456,341; 1928, 17,302,611; 1929 (estimated), 18,399,968.

The sum of £18,000,000 has been invested in bringing the viticultural industry in Australia to its present standing, and there are approximately 50,000 acres under cultivation for wine grapes, yielding about 120,000 tons of fruit yearly. In a normal year, when about 17,000,000 gallons of wine are produced, about 9,000,000 gallons are used for beverage purposes, and 8,000,000 for distillation.

Australian consumption of beverage wines is approximately about 5,000,000 gallons per annum, leaving an exportable surplus of about 4,000,000 gallons in a normal year.

The figures of Australian stocks are not available, but they are stated to be heavy.

Pearl Shell and Pearl Fishing in Australia

Pearl-shelling is carried on in the tropical waters of Queensland, the Northern Territory of Australia, and West Australia. The pearl oyster inhabits the northern and western coastal waters from Cape York to Shark Bay, a length of shore of over 2,000 miles. The shells are marketed in considerable quantities, and pearls are obtained in Queensland, Western Australia, and the Northern Territory. The fishing is generally conducted with the aid of diving apparatus in water varying from 4 to 20 fathoms in depth. Some years ago it was determined that the employment of Asiatics in the industry should be restricted, and ultimately cease, but it was found to be impracticable. Permits are now granted to bring in Asiatics, mostly Japanese and Malays, where the owner of the pearling vessel is European. During last year 2,880 tons of pearl shell were fished from Australian waters, the value being approximately £500,000. A recent discovery of fresh beds in the Gulf of Carpentaria has given the industry a fresh impetus. Eighty-eight luggers (with their headquarters at Darwin and Thursday Island) are engaged. New York buyers of shell provide the largest market. Practically the whole of the 1929 and 1928 surplus was sold to the United States.

Trochus shell was formerly abundant round about the Great Barrier Reef, but production fell away for some years. Recently fresh beds have been discovered and production is increasing.

Wheat Production in Australia

The latest figures available concerning the Australian wheat yield are as follows (in bushels): New South Wales, 32,000,000; Victoria, 18,000,000; South Australia, 23,000,000; Western Australia, 37,000,000; Queensland, 4,000,000—a total of 114,000,000 bushels.

After deducting domestic requirements, seed, etc., from the above total, 64,000,000 bushels should be available for export as wheat and as flour. Of this

quantity approximately 20,000,000 bushels have already been shipped, 17,000,000 bushels as wheat and about 3,000,000 bushels as flour. The quality of the Australian crop is up to the average, but rains experienced in South Australia during the harvest had a bleaching effect on a portion of the crop. A wonderful crop has been reaped in New South Wales under extraordinarily adverse circumstances. At the commencement of the season there was a spell of exceptionally dry weather, and at one period it was thought that production would merely meet home consumption needs.

The New South Wales wheat standard for the 1929-30 crop was fixed last week at 61½ pounds per Imperial bushel.

TRINIDAD'S ECONOMIC SITUATION

R. T. YOUNG, CANADIAN TRADE COMMISSIONER

(£1=\$4.80)

Port of Spain, February 24, 1930.—The revenue of the Colony of Trinidad for 1929 is shown to have been £1,870,553, which was £68,956 in excess of the revised estimates. Actual expenditure to December 31, 1929, amounted to £1,163,810, so that revenue for the year was £256,743 above expenditure, which added to the balance from the previous year leaves the colony with a surplus on January 1, 1930, of £920,769. Of this surplus £250,000 has been set aside and invested as a special revenue; £59,651 is represented by railway, public works and medical stores; £24,345 in sundry advances and £208,199 in financing the Agricultural Bank, leaving liquid assets of £378,574. Revenue for 1930 is estimated at £1,717,567 and expenditure at £1,717,107.

During 1929 the last instalment on the Caroni loan was paid, thus reducing public debt charges by £12,000 per annum, and provision made in the 1930 estimates for the repayment of the first instalment (£50,000) on the £1,000,000 loan recently negotiated.

SUGAR, COCOA AND OIL INDUSTRIES

Sugar and cocoa—the two main crops in the island—are the cause of much anxiety as to their future. The former is threatened with extinction by economic conditions which are beyond control of the local planters, but it is hoped that the recent Commission which visited the West Indies to investigate the sugar industry will prevail upon the home Government to grant some measure of relief in the way of preference.

Cocoa, on the other hand, is threatened by Witch Broom disease, which can only be controlled locally. To this end the Government has introduced measures of control, while the Imperial College of Tropical Agriculture is carrying on experiments with a view to checking the disease. Much of the trouble it is believed arises from abandoned cocoa properties which are being surveyed to ascertain just how deep rooted is the disease.

The colony's main exports during the past three years show a progressive increase, particularly in the case of coffee, the latest agricultural venture in the island.

The following table shows the principal exports during the past three years:—

	1927	1928	1929
Petroleum... gals.	155,986,964	222,658,646	288,505,475
Cocoa... lbs.	51,934,857	5,858,008,156	61,888,740
Sugar... tons	41,807	74,112	81,503
Molasses... gals.	1,184,300	1,622,018	1,373,420
Rum... gals.	25,698	55,088	73,841
Asphalt... tons	186,360	152,287½	164,311
Copra... lbs.	12,498,983	21,351,860	23,979,882
Coconuts... nuts	6,463,756	6,799,655	13,608,118
Coconut oil... gals.	58,061	65,285	34,707
Bitters... gals.	52,152	49,236	58,430
Coffee... lbs.	163,920	264,918	817,593
Rubber... lbs.	141,887	72,641	64,684

The total production of oil during 1929 amounted to 8,715,625 barrels, which places Trinidad in advance of India as the principal oil-producing country in the Empire. The refineries within the colony are capable of handling 8,322,431 barrels annually, and recent developments tend to show that the oil deposits in the island may be much greater than at first believed, and that the life of the industry which has added so much to the prosperity of the colony will be materially prolonged.

HARBOUR SCHEME

The original plans for a deep-water harbour scheme have been somewhat modified, and it is now proposed to erect a quay wall 3,100 feet long, allowing for a depth of 32 feet alongside. This quay when completed will reduce the cost of handling imports and exports both for shipper and consignee, and will during its construction provide employment for many people in Port of Spain. It will also involve the reclamation of a considerable unsightly area along the city's sea front which will add to the general appearance of the town.

With a view to establishing an air base in Trinidad, which holds a key position in the development of South American airways, the advice of a technical expert has been obtained. It is hoped that in the near future proper facilities will be available for all air craft calling at Port of Spain.

MARKET FOR FISH AND FISH PRODUCTS IN BRAZIL

A. S. BLEAKNEY, CANADIAN TRADE COMMISSIONER

Rio de Janeiro, February 18, 1930.—Two detailed reports on the codfish market in Brazil in recent years have been published in the *Commercial Intelligence Journal*; the more recent appeared in No. 1222 (July 2, 1927). In view of the interest that is shown in Canada with regard to the codfish situation in Brazil, the main points in these will be briefly summarized and recent statistics of imports given.

MARKET EXTENT AND COMPETITION

Dried cod and ling are the principal fish products imported from Canada into Brazil. The table given below shows the imports through Santos for the State of São Paulo from the principal countries for the past six years:—

Total Entries of Codfish into Santos, 1924-29, in Cases and Half-cases

	Canadian	Norwegian	Scotch	German	French	Coastwise	Total
1924	20,640	....	53,893	....	....	709	75,242
1925	21,567	38,000	13,983	2,392	....	291	76,233
1926	22,519	63,299	37,894	343	550	6,558	131,163
1927	25,254	61,356	43,780	1,680	3,500	1,849	137,419
1928	23,355	67,105	62,005	3,555	13,246	5,184	176,450
1929	15,115	46,737	57,008	7,345	16,295	468	142,968

These figures, taken from ships' manifests, are supplied by Morton Megaw & Company of Rio and in them half-cases are not distinguished from whole cases. (Cases are of 128 pounds and half cases of 64 pounds.) The figures also include shipments of lingfish. There have been a few ups and downs, but the consumption of codfish in the State of Sao Paulo has on the whole shown a steady increase. Shipments of Canadian fish have been fairly constant, while sales of Scotch fish have shown a steady growth. Norwegian fish, which in recent years have led, dropped behind the Scotch fish in 1929.

Imports by years are not yet available for Rio but statistics of monthly imports for 1929 from the same source are shown as follows:—

Codfish Imports into Rio by Months, 1929

	Canadian	Norwegian	Scotch	French	Iceland	Total
January	2,025	1,525	11,250	950	1,800	17,550
February	1,800	850	9,400	...	2,000	14,050
March . . . . .	...	1,400	9,140	...	911	11,451
April . . . . .	...	2,000	7,300	...	...	9,300
May . . . . .	...	100	10,250	...	...	10,350
June . . . . .	...	350	11,800	...	...	12,150
July . . . . .	...	100	12,700	...	100	12,900
August . . . . .	...	1,400	15,700	...	...	17,100
September	250	2,500	13,500	200	...	16,450
October	700	2,100	13,400	...	...	16,200
November	750	5,700	16,300	...	2,100	24,850
December	500	1,950	7,050	...	...	9,500

COMPETITION

The above countries are selling codfish in the Northern States, Rio and São Paulo. Canadian sales in the past have been largely limited to the Northern States of Brazil and São Paulo. Considerable Canadian cod is being sold in Rio this year, but at low prices.

Scotch and Norwegian shipments are spread out over the whole year, while Canadian shipments are chiefly for the Christmas and Lenten seasons, when imports increase greatly.

Canadian exports are almost exclusively Gaspé fish hard dry cured, which are available in limited quantities and which only a few firms ship. If more Canadian firms would ship this type of fish, greater expansion could be looked for. Labrador fish lightly salted and returned to curing stations immediately, and a hard dry cure without too much salt obtained, would make considerable impact on this market. Fish heavily salted apparently attract too much moisture en route and arrive in Brazil damp and unacceptable.

This office receives many inquiries for codfish which are transmitted to Canadian exporters, but Canadian firms interested are limited in number. Norwegian exporters do not consign fish to Brazil but sell outright on the usual credit terms of 60 to 120 days date. They also exchange credit information. The Norwegian fish is Government-graded and certificates accompany each shipment. Their grades are:—

(1) Porto, subdivided in Rio into large and usual (this grade should not contain fish less than 3.85 pounds' weight, and the variation should not be greater than 10 centimetres in length);

(2) "Imperial" (subdivided into large, usual and small);

(3) "Regular"; and

(4) "Inferior."

These grades are designed especially for the Brazilian market.

SCOTTISH PRACTICE

The principal firm exporting Scotch fish to Brazil sells on consignment, which gives them a big advantage in placing quantities. They consign to a large number of houses, shipping as far as possible similar quantities at the same time, checking one account sales against another. In this way they have weeded out a number of slow accounts and bad price-getters. As one competing firm puts it, their gains on improvements in the market about balance their losses in depressions. This is a daring policy in this market, but as this firm is keeping it up, they must find it profitable unless they use Brazil as a dumping ground. Six other important exporters of Scotch fish sell all they can outright and a certain amount on consignment. The Scottish exporters sell all the year round. Scotch fish is generally very white and well-sized. Other exporters of Scotch fish, and indeed all others, find the competition of the principal

Scotch consignment firm very depressing to prices, as even when prices are low heavy consignments continue to arrive. If the idea is to freeze out competition, it will probably be unsuccessful as the other firms will always return to the market when prices are good. The general opinion, however, seems to be that the system gives fair results with a big turnover, and it is a permanent policy.

REQUIREMENTS OF THE MARKET

In the São Paulo market Canadian fish is established, the "C.R.C." brand being considered standard.

In Rio the fish must be thoroughly hard cured. Thick fish are preferred, and white nape is preferred to black nape. Sizing is a most important point. The Rio market demands a large fish running from about 35 fish per 58-kilo box. There is also a limited demand for an extra large fish of about 25 fish per box. This type sells for 6 milreis to 10 milreis more per 58 kilos. Smaller sizes than (say) 40 fish per box can be sold in limited quantities, but with a difference below the normal price of as much as 10 milreis per case. At Christmas and Lent there is a readier outlet for the small sizes.

MEANS OF SELLING

Canadian sellers are already represented in this market, and there appear to be no others interested. Canadian exporters, however, who are getting no sales in Rio would do well to review their connections as sales are certainly possible, in lingfish at least.

One important British codfish exporting house selling for a number of British producers is anxious to secure a Canadian connection in Rio, and is convinced that sales can be made right away, and a big business built up in this city.

Representatives of the principal European exporters pay periodical visits to Brazil, and there are occasional visits on behalf of firms in Newfoundland. No Canadian exporters have called at this office during the last four years.

MARKET FOR POTATOES IN PERU

EUGENE GAUVREAU, ASSISTANT TRADE COMMISSIONER

Lima, February 19, 1930.—During the fiscal year 1928, 1,953 metric tons of potatoes valued at \$57,944 were imported into Peru from the following countries of origin:—

	Tons of 2,204 Lbs.	Value	Value per Ton c.i.f. Callao
Chile	1,539	\$39,384	\$25 50
Ecuador	246	9,952	40 30
United States	132	7,476	56 21
Great Britain	22	768	25 00

From the above it will be observed that Chile supplies over 75 per cent of Peru's potatoes, and the United States and Ecuador the remainder. The higher duty value of Ecuadorean potatoes probably results from a higher ocean freight charge. The American potatoes, which cost twice as much as the Chilean supplies, are imported almost exclusively into Talara, where a Canadian oil company employs a large foreign personnel. Talara imports of potatoes were valued at \$46 per metric ton, while those of all other Peruvian ports average \$25 per ton.

Chile has every advantage in catering to the Peruvian market. Quality is not emphasized. Any white potato of medium size is acceptable. No grading is required. The local importers do not even know the names of the potatoes which they buy. The Chilean season is almost continuous, due to the fact that the foreland and coastal crops arrive before the Sierra (uplands) crops; and the higher altitude, the later the season. Moreover, Chile has an overwhelming transport advantage, since, owing to the mildness of the climate, no packing or shipping precautions are necessary. North American potatoes are shipped at the end of the season, and must be protected against frost at the beginning of their voyage, and against tropical heat in the middle of it. The Chilean potatoes are carried as deck cargo at all periods of the year, and their ocean freight charge of \$6 per ton is much less than American traffic bears.

American potatoes are imported in barrels as ordinary cargo, although in some instances they have been brought down in cool storage, at excessive cost.

The Chilean and Ecuadorean potatoes are imported in bags of from 80 to 85 kilos (186 and 187 pounds). The duty upon potatoes entering Peru amounts to S/2 per 100 kilos (80 cents per 280 pounds). In addition, there are surtaxes and landing charges which approximate \$4.40 per metric ton.

Imported potatoes are sold by produce brokers on a commission basis. The Chileans grant credit up to 90 days after arrival of goods, and it is futile to attempt to sell on shorter terms. All shipments of potatoes must be accompanied by an official certificate from the sanitary official, or fruit and vegetable inspection authorities of the exporting country, which certifies that the potatoes have been grown in an area free from potato diseases. Peruvian consuls will not legalize shipping documents unless this certificate is attached.

There is little or no trade in seed potatoes, as no efforts are being made to improve the home-grown varieties.

It will be evident from the above information that unless other markets are glutted, the Peruvian market will have few attractions for Canadian exporters of potatoes.

CUBAN MARKET FOR DRIED FISH

JAMES CORMACK, CANADIAN TRADE COMMISSIONER

Havana, February 25, 1930.—The demand for cured herring in Cuba has not been so good as was anticipated; some of the smaller sugar mills have already stopped grinding with consequent unemployment. The quantity of cured herrings in Havana at the present time is estimated at 3,000 cases; the c.i.f. price is from \$1 to \$1.05 per case. Supplies are moderate, but demand is light. There is a moderate movement from Norway and the United States. Stocks in Havana of Norwegian codfish are around 10,000 cases; the c.i.f. price is from \$8.75 to \$9 per case of 45 kilos net weight. In this product also stocks are moderate with demand light.

Codfish stocks in Santiago de Cuba are estimated at 3,200 casks. Canadian codfish quotations in Santiago on the 18th instant were (in casks of 128 pounds net): first class, \$13; second class, \$12.50. Pollock was quoted at \$10 per drum of 128 pounds net; haddock at \$9; and hake at \$8.25.

The stock of herrings in Santiago de Cuba is stated to be 500 boxes. The demand is light and prospects uncertain. Herrings in boxes of 18 pounds net were quoted on same date at: from Canada, \$1; from the United States, \$1.

GENERAL ECONOMIC SITUATION IN NORWAY IN 1929

FREDERICK H. PALMER, CANADIAN TRADE COMMISSIONER

Oslo, February 15, 1930.—Towards the end of 1928 a financial authority stated in his annual report that "1928 had brought much good to Norway, much that had to do with developing normal conditions in Norway. Norway had definitely commenced an upward march and the needle of the business barometer was pointing to Clear". It is now, at the end of 1929, generally recognized that the position has been fairly well maintained, and that, if anything, the industrial and economic position has improved, and probably is based on even more solid ground.

There are several of the usual indicators which point to this better position such as a definite increase in industries and in production in many lines, a maintained decline in unemployment throughout the year, which together also reflect the important economic asset that old industrial plants, which have for some time been totally or partially inactive, were during 1929 brought back into production.

BANKING

The difficult internal financial situation continued to give great concern to those who are responsible for the maintenance of a stable financial system, but the safe policies carried out by the "free" banks and by the Norges Bank, in conjunction with the continued progressive liquidation of these banks whose affairs were being administered by State officials, tended to make for an increasing confidence in the situation. Still it could at no time during 1929 be said that money was easy in Norway, for despite the higher bank rate steadily maintained here than in Denmark and Sweden, several factors tended towards an export of capital which might have remained within the country and perhaps stimulated internal commerce. Among these factors should be included the political situation, but the principal factor was the much higher rate of interest which could be secured in other countries for short term loans. The principal field for the employment of Norwegian capital seemed to be New York, but since the adjustment period in that market commenced, other exchanges have been used for its employment.

From the published reports of the Norges Bank it appears that balance abroad with foreign bankers rose from kr.21,562,000 on January 7 to kr.40,166,000 on September 30, and after the end of October it declined irregularly to kr.31,165,000 on December 31.

It is of interest to note that during the whole transitional period from inflation to nearly normal, so well have the financial resources of Norway been administered that it was never necessary to issue a so-called "Stabilization Loan" abroad. However, it was always understood that "guarantees" would have been made available if any necessity arose.

The note circulation of the Norges Bank varied throughout the year between kr.291,984,000, the low point for the year on February 15, to an ordinary month-end requirement of about kr.315,000,000. Towards the end of the year, probably to permit the excessive retail buying which seems to be common in Norway for Christmas festivities, the note circulation stepped up to kr.326,546,000, the high point for the year. The "gold cover" throughout the year remained in the vicinity of kr.147,000,000, or about 47 per cent of the value of the notes in circulation.

THE KOMMUNAL BANK

During the inflation period, and before that especially during the war, several municipalities in Norway spent huge sums on public works, with the result that they incurred heavy debts. At the end of 1928 these municipal debts aggre-

gated 1,428,000,000 kr., and of these well over 730,000,000 kr. were for hydro-electric installations. Since very little of this debt has been liquidated, some of the smaller municipalities have experienced great difficulty in raising money for urgent and necessary work at low rates of interest. Not all of these needs were for large amounts, and to meet this demand for legitimate expenditure the State created the Kommunal Bank. The principle behind this scheme is that each municipality will notify the Kommunal Bank of its needs, however small or large they may be, if the municipality is unable to float its own loan at prevailing rates for State and municipal issues. When the Kommunal Bank has received sufficient of these small applications, it arranges to float itself an issue of its own bonds, either internally or abroad. Before this year some trouble was experienced because, although the Kommunal Bank was an official creation, its creators failed to provide for a State guarantee of its issues. This has now been done.

During the summer, when it was not possible to float a bond issue at reasonable rates, the Kommunal Bank were authorized to borrow 10,000,000 kr. from the State Pensions Fund. Practically all municipalities are availing themselves of this service, especially with respect to those issues which cannot be absorbed in Norway. Lately the Kommunal Bank placed in Sweden several loans which have readily been absorbed. Up to the end of December, 1929, the Kommunal Bank had granted loans totalling 73,892,121.41 kr.

AGRICULTURE

Crop Yields.—Throughout the whole of Norway the weather during the summer was exceptionally cold, and the crops have consequently generally been of poorer quality and in smaller quantity. Hay and potatoes, however, seemed to benefit from the strange climatic conditions with the result that for these commodities the crop was very good. On the other hand, the grain crops suffered in some parts of the country. Compared with the "average" year of 100, the yields for various crops in 1929 were:—hay, 96; spring wheat, 94; winter wheat, 98; spring rye, 97; winter rye, 100; barley, 96; oats, 90; peas, 94; potatoes, 98. The crops of berries and vegetables were about average, but the continuous wet weather of the autumn aggravated disease conditions among fruits.

Milk Prices.—Milk production was high in the spring, but it declined in the fall primarily on account of high feedstuffs and lower milk prices. In some districts the prices received for milk did not cover labour costs. In many cases milk taken to dairies has had to be taken back to the farms to be used as stock food. This shortage of dairy accommodation in the face of a steadily increasing milk production has long been appreciated by the Department of Agriculture. The quantity of milk which passed into the dairies has increased from 288 million kg. in 1921 to 380 million kg. in 1927. Since 1927 milk production has increased still more rapidly, so much so that during the last Storting session a bill was passed authorizing loans to dairies up to 800,000 kr. (approximately \$216,000), at a yearly interest rate of 2 per cent, principal to be re-paid in twenty-five years.

Silver Fox Industry.—The silver fox industry continues to make great strides in Norway. It is estimated that, including the pups which will be registered this year, the stud-book will contain 35,000 registrations. Most of the stock needed to form these new ranches is of Norwegian origin, so that dependence on the fox breeders of Prince Edward Island is steadily lessening. In fact, now that the industry is making its appeal felt in Sweden, new farms being organized in Sweden are often coming to Norwegian breeders for their initial stock.

Wages.—The wages of farm labourers from the Canadian standpoint are very low. In Norway during 1929 a farm labourer was paid 4.16 to 5.74 kr.,

or approximately \$1.12 to \$1.55 a day, and had to keep himself. (The wages in industry were about 11 kr., or roughly \$2.97 per day). This problem is steadily receiving the attention of the State and of private organizations who are interested in the welfare of agriculture. Strong efforts are being made to develop an export trade in farm products, and a fair measure of success has attended their efforts, especially in eggs from the southwestern districts. The exports of eggs from Norway in the first ten months of 1929 were 554 tons as compared with 65 tons in the corresponding period of 1928.

Similar efforts are being directed towards developing a foreign market for butter and cheese. The exports of these two commodities increased from 354 tons of cheese and 12 tons of butter in the first ten months of 1928 to 510 tons of cheese and 540 tons of butter in the same period of 1929. The introduction of export standards for cheese and butter is being pressed, and there is a large measure of public support for Government control of the marked qualities of these products when exported.

FISHERIES

Given an average supply of fish, there is one branch of the extensive fisheries of Norway that is always able to report satisfactory operations—the “hermetic” or preserving branch. A larger supply of better-quality fish, together with the excellent organization within that industry for marketing the finished pack, enabled the canning factories to earn higher profits and pay higher prices to the fishermen. No other branch of the industry seems to be able to organize so thoroughly as the “hermetic” section. In the codfishing division, for example, 79,000,000 fish were taken in 1929 as compared with about 64,000,000 in 1928. The Finmark district had a poor year with only 14,000,000 fish, but in the Lofoten district a record number of fish for the district were caught, about 43,000,000. But owing to poor sales organization the takings of the fishermen totalled only 3,000,000 kroner, about \$810,000 less than in 1928.

For the first ten months of the year the exports of dried codfish increased from 35,915 tons in 1928 to 40,606 tons this year, but this marked increase does not seem to have been of much benefit to the industry. The same story of increased production of high-grade fish is true of the fresh herring industry, with the same disappointing tale of poor returns. The total exports of fresh herring increased from 95,234 tons in the first ten months of 1928 to 113,902 tons in 1929.

The Department of Fisheries has steadily been pressing for an organization within the industry itself which would control the sale of the finished products; but in the codfish section the result has not been such as to encourage the Department to authorize control measures to be introduced. In the fresh herring division sufficient support has been given from within the industry to permit the department to issue what in effect is an order in council creating a herring sale monopoly which, under regulations issued by the department, but drawn up by the industry itself, will control the export of fresh herring and the terms under which it will be sold. On the success of this monopoly will probably depend further efforts to create a single selling organization for the codfish branch.

SHIPPING

At the end of the year it was reported that there was 50,000 tons of shipping idle in the harbour of Stavanger—a fact that illustrates the dullness of the freight markets in which Norwegian shipping interests are so vitally interested. In nearly all sections it is reported that freights are at unremunerative levels, with the demand for tank vessels providing the bright exception.

During 1929 the tonnage of ships operating under the Norwegian flag increased by 291,000 gross tons, an increase of 79 vessels. At the turn of the year the merchant fleet totalled 1,860 ships, of which 309 were motor driven,

with an aggregate tonnage of 3,300,040 tons. The tank fleet now includes over 100 vessels of about 600,000 gross tons, and for Norwegian account at the turn of the year another 63 tankers with a gross tonnage of 472,750 tons were under construction.*

INDUSTRY

Reference has already been made of the success which the canned fish industry enjoyed during 1929, and increases in the exports of herring meal, and of the products of the extensive electro-chemical industries indicate the larger measure of prosperity these main industries enjoyed.

There was a marked revival in shipbuilding, not only in new construction, but in the refitting of old vessels for use as floating factories for the whaling industry.

Of those industries which produce more especially for the home markets, even in the difficult trades of textiles, shoemaking and clothing, more labour was employed than in either of the two previous years. Practically all branches of "home" industries reported improvements, but the incidence of taxation weighs heavily on them. The promoters of the "Buy in Norway" campaign, which has been undertaken, have, it is believed, every reason to be well satisfied with the measure of success they have achieved.

Unfortunately, the situation in Norway's basic exporting industry, pulp and paper, is by no means clear; hope rather than confidence is the prevailing these totals for a few months in each of the past three years:—

UNEMPLOYMENT

The increasingly improved conditions in industry indicated above are accurately reflected in the decreasing numbers of unemployed persons recorded on the registers of the official employment bureaux. The following table shows these totals for a few months in each of the past three years.

	1929	1928	1927
January	24,393	28,031	29,271
May	18,000	19,871	23,811
August	12,493	15,827	15,727
December	22,092	24,223	28,532

COST OF LIVING

During 1929 there was a decline in the cost of living index in Norway from 183 to 179 or about 2.2 per cent, inclusive of taxes. For foodstuffs also there was a decline of 4 points to 157. Fuel prices also were lower than at the end of 1928.

PULP AND PAPER

As this is the most important of Norway's exporting industries, it is deemed worthy of a separate summary.

Generally, pulp manufacturers have experienced a good year, especially those producing "easy bleaching" and "strong suphite" pulp. During the first nine months of the year prices for these products continued to improve to very good.

"Bleached sulphite" manufacturers were not so favourably situated, as prices declined rather steadily throughout the year. Still it should be noted that most of the mills had sold their 1929 production at very fair prices. At the end of the year the demand for this grade had fallen off and prices were weak.

At the close of 1929 the market for "mechanical" pulp was quiet and prices were rather stable. Manufacturers have every reason to remember 1929, as

* By the end of January an important newspaper estimated that the tonnage of vessels then laid up aggregated nearly 250,000 tons, an increase in three or four weeks of about 300 per cent. Of this tonnage 70,000 tons is laid up abroad, comprising some 25 vessels of between 5,000 and 25,000 tons.

during this year the negotiations leading to the successful formation of a North Europe association of mechanical pulp producers were culminated. This association has for its object the maintenance of fair and profitable prices for mechanical pulp, and it will attempt to control market distribution to ensure that member mills receive each its own share. This association has already concluded its first "group" contract, that with an association of French newspaper publishers for about 210,000 tons of mechanical pulp to be delivered during 1931.

With respect to the paper division, it is reported that at the beginning of 1929 most of the paper mills were well occupied, and this condition continued well into the spring months as the demand seemed to continue. However, for several reasons market demand commenced to weaken towards the summer, and it was particularly depressed towards the end of the year for "M.G. Cap" paper.

The market for kraft paper weakened considerably during 1929, principally on account of increased production in other countries. It is reported that the principal market for Norwegian kraft paper was the cement factories.

Newsprint manufacturers complained of over-production, with accompanying unremunerative prices. However, mills seemed to be working at nearly full capacity throughout the year. Great interest is being taken in the efforts of Canadian mills to have prices increased.

The bright spot of this industry was the "board" and "carton" division, a section which has developed under the influence of an increasing demand. It is reported that total production aggregated over 400,000 tons, the bulk of which was exported.

Although conditions for paper manufacturers were steadily becoming more and more difficult throughout the year, at the turn of the year the situation was even less favourable and the outlook not promising, as it appeared only to offer declining prices and continuing over-production. During 1929 several mills were able to effect important decreases in production costs, but these seem to have been offset by increases in costs of raw materials, prices of which are still increasing.

Serious and steady attempts have been made in three countries to evolve a formula which would take into account the peculiarities of each and permit a measure of control in all three to bring about a balance between supply and demand and render possible profitable operation. Conditions, however, seem to differ so widely in the exporting countries, and interests appear to conflict so strongly that it is difficult to bring about the desired co-operation which must exist before a control organization can be developed.

WHALING

In December the twenty-fifth anniversary of the commencement of modern whaling in the Antarctic seas was celebrated. Whaling in its modern development is almost entirely a Norwegian enterprise. Since the whaling season extends from late in one year into the spring of the next it is only possible to show the progress made last season. During the 1928-29 season, some 21 whaling companies owning 89 whale-catching boats with a tonnage of 17,213 tons were operating in the Antarctic, which brought whales to 15 floating factories, with a gross tonnage of 92,260 tons, and 10 refineries located on land. The production of whale oil totalled 845,884 barrels valued at \$18,360,000. The shares of 19 of these companies, the other two being private concerns, have a par value of \$14,426,000; their Norway offices are all located in cities placed on the Oslo fjord. It is estimated that the industry provides direct employment for over 5,000 men. The most interesting of the stocks are traded in on the local stock exchanges.

LIFE INSURANCE IN JAPAN

JAMES A. LANGLEY, COMMERCIAL SECRETARY

Tokyo, Japan, February 17, 1930.—Life insurance in Japan dates back to 1880, when a mutual company was established. This was followed by the Meiji Life Insurance Company which was organized during the next year. Owing to lack of statistical data relating to mortality rates in Japan, this company adopted the "Table of the Seventeen Companies of Great Britain" as the basis for calculating premium rates. In 1889 the Japan Life Insurance Company was established, and the first mortality table calculated in Japan was put into effect. New companies were quickly added, but owing apparently to lack of experience on the part of the companies, and to indifference on that of the public, business in Japan was very sluggish in the years from 1893 to 1900. During this period there was no effective Government supervision, but in 1900 an Insurance Bureau was established under the control of the Department of Commerce and Industry. From this time on—and especially during the wave of prosperity experienced by Japan during the Great War—the development of life insurance has been remarkable.

According to the Insurance Act, an insurance company must be organized either on a joint-stock or a mutual basis, with a capital of at least \$50,000, and must not combine any other line of business with that of insurance, nor carry on the business of life insurance jointly with that of property insurance. Official control is effected by requiring the companies to submit to the Government an annual statement of operations and by periodical inspection. Business may be suspended or the charter revoked on very slight cause.

By an amendment to the above general conditions, neither a foreigner nor a foreign company is permitted to establish an agency, a branch, or an office in Japan without first securing a licence from the Government and depositing the sum of \$75,000, and upon obtaining the necessary authority must appoint a representative immediately. Article 62 of the Japanese Commercial Law, reads: "A partner who is to represent the partnership is authorized to do all acts in or out of Court relative to the business of the partnership."

The provisions of Art. 44, par. 1* and Art. 54† of the Civil Code apply *mutatis mutandis* to ordinary partnerships and are applicable in whole to the foreign insurance company doing business in Japan. In addition to the above deposit a further indemnity is required. This deposit must be equivalent to 60 per cent of reserve liability at the settlement of business at the year end. This deposit may take the form of certain authorized securities and must be placed with the Bank of Japan. In addition to monthly, semi-annual *et al* returns, an annual statement must be filed with the Taxation Bureau showing profit-and-loss accounts for the year. This is used as a basis for income and business profit taxes, the latter in the case of foreign companies being 3.6 per cent of the net profit. Income taxes are based on a sliding scale beginning with 4 per cent. All policies, returns and literature must be in the Japanese language.

POST OFFICE AND CONSCRIPTIVE INSURANCE

The Japanese Government conducts various forms of insurance such as State Industrial (Post Office) Life Insurance, which is handled through the medium of post offices throughout the Empire. Both straight life and endow-

* Art. 44, par. 1 of the Civil Code, reads: "A juridical person is liable for the damage done to other persons by its directors or other representatives in the exercise of their functions."

† Art. 54 of the same Code reads: "No limitation imposed upon the right of representation of a director can be set up against third persons acting in good faith."

ment insurance are sold, the latter in policies of very conservative amounts. It is estimated that during 1928 there were almost 12,000,000 policies in effect, the total value of which was over \$744,000,000.

Annuities both deferred and immediate are sold by the Government. The age limit of applicants for the deferred plan ranges from 12 to 60, with payments commencing at either 50, 55, 60 or 65, with the maximum amount of annuity placed at \$120 and the minimum at \$60. Premiums are payable at any post office either in instalments or in a lump sum.

CONSCRIPT INSURANCE

This is rather a novel plan coming under the heading of life insurance. The main idea seems to be to provide an income for the parents of sons when they are called up to serve their military training period at the age of 20. Policies may be taken out any time after birth and until the boy reaches the age of 15. Lump sum premiums are low: \$120 for a \$500 policy taken out within one year of birth. When a child is not enrolled within the year and a lump sum premium has been paid, only the amount of the premiums paid in are returned and the insured must waive all claim to interest. On the other hand, the assured who is enrolled within a year of birth is entitled to participate in the waived interest of all others or for those who become casualties before being called for military service. There are four concerns carrying on this business, three joint stock companies and one mutual.

PRESENT CONDITION OF LIFE INSURANCE COMPANIES

There were forty-one life insurance companies, including two mutuals, doing business in Japan during 1928, the latest period for which statistics are available. These have an egggregate capital of \$24,500,000, of which roughly \$10,000,000 had been paid up. Policies in force numbered 4,834,690, representing insurance in force of \$2,798,200,000. Two foreign life insurance companies (both Canadian) are conducting business in Japan—The Sun Life Assurance Company of Canada and the Manufacturers Life Insurance Company of Canada. The first-mentioned absorbed the New York Life Insurance Company. The mortality tables adopted by the Japanese companies are the Combined Experience Table, the American Experience Table, Farr's Table, the Experience Table of three Japanese companies, and Table No. 2 of the Bureau of Statistics of Japan. The Japanese Experience Table is a compilation prepared from data obtained from 480,000 contracts issued by three leading Japanese insurance companies, while the Statistics Bureau Table is a mortality table prepared in Japan by a well-known life insurance authority. The principal causes of death of insured are given as tuberculosis, cerebral haemorrhage, pneumonia, and heart disease. The mortality in males from the first two causes is much greater than that in females.

General statistics showing the position of life insurance companies as at the end of 1928 are given below:—

Subscribed capital	\$ 24,370,000
Paid-up capital	11,396,448
Value of contracts	3,018,722,481
Insurance receipts	128,166,807
Reserves	496,172,557

The principal items of investment of life insurance companies were:—

	In \$1,000
Cash	216
Postal transfer	574
Bank deposits	87,038
Loans	104,776
Negotiable bonds	238,971
Cash in trust	5,100

Leading Japanese Life Insurance Companies

Name of Company	Reserves at end of Year	Policies	Insurance (In \$1,000)	Premium	Claims Paid	Working Expenses
Meiji	\$40,042,263	344,085	\$272,264	\$11,133,749	\$3,078,880	\$2,480,095
Teikoku	35,250,859	364,762	195,032	7,842,212	4,748,001	1,732,146
Nippon	65,742,214	599,645	315,687	12,358,278	4,344,968	2,560,199
Yurin	13,160,427	167,252	62,985	2,909,310	939,013	862,232
Kyosai	41,799,210	214,293	132,727	5,434,919	2,013,194	1,656,932
Jinju	19,310,922	222,428	111,134	5,224,334	1,602,587	1,200,129
Kyoho	13,638,351	184,729	82,049	3,576,821	1,138,493	1,010,237
Daido	19,532,734	215,875	113,923	4,404,757	1,565,825	1,145,448
Dai-ichi	24,259,858	194,716	226,036	8,270,762	1,766,531	1,382,450
Chiyoda	30,925,614	263,933	467,003	9,891,931	2,775,641	1,889,399

NOTE.—The yen amounts have been converted into dollars at the rate of 50—that is, 1 yen equals 50 cents. In other words, the yen amounts have simply been halved.

PEAT UTILIZATION EXPERIMENTS IN THE ELECTRICAL INDUSTRY

Experiments are being undertaken in Germany with good hope of success in making use of peat for the electrical industry, says the *Manchester Guardian Commercial*. Peat briquettes have been experimentally made and the peat coked, and the results have been described as very satisfactory, equalling the results obtained from lignite. Should these hopes prove justified, a province so remote from coal supplies as East Prussia would be made independent of coal by its wide expanses of moorland. It remains to be seen whether the processes will be commercially successful; if they prove so, the influence on industry may be revolutionary. Such a development would be the salvation of East Prussia, which is being very hard hit indeed, agriculturally, industrially, and commercially, by its isolation through the Polish corridor.

EXPERIMENTAL SHIPMENTS OF SOUTH AFRICAN POTATOES

In an endeavour to assist the potato farmers of South Africa, who are in despair at the low prices ruling for good quality as well as for second and small potatoes, the Department of Economics and Markets in Pretoria is arranging for a trial shipment oversea, writes a correspondent of the *London Times Trade Supplement*. Madeira and the Canary Islands export large quantities of potatoes from December to March. This might also become practicable from the Union if the situation is properly handled.

TANGANYIKA'S TRADE IN 1929

The official figures for Tanganyika Territory's trade in 1929 show that the total imports were valued at £4,285,952, compared with £3,737,358 in the previous year. The value of exports was £3,722,829 against £3,873,523, the decrease being accounted for by the prohibition of the export native-grown grains in order to conserve the food supply.

Great Britain's share of the imports declined from 35.6 per cent to 34.2 per cent, that of the United States from 8.2 per cent to 8 per cent, and that of Germany from 12.3 per cent to 12.2 per cent.

NEW ZEALAND REMOVES DUTY FROM BRAN AND POLLARD

The New Zealand duty of one shilling per 100 pounds which has been levied on bran or pollard under both British preferential and general tariffs was removed by an order in council effective from January 31, 1930.

This exemption from duty is granted under Section 12 of the Customs Act which enables the Governor General in special cases to alter the tariff in the interest of any industry. It is understood that the change was made to help producers of bacon and poultry-keepers. There remains in operation a primage duty of 2 per cent ad valorem.

BRITISH TRADE COMMISSIONERS IN CANADA

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada are invited to communicate with the under-mentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 1111 Beaver Hall Hill, Montreal, Que. Telegraphic address: "Britcom."

The British Trade Commissioner (for Ontario), 901-902 Bank of Hamilton Building, Toronto, Ont. Telegraphic address: "Toroncom."

The British Trade Commissioner (for Western Canada), 850 West Hastings Street, Vancouver. Telegraphic address: "Vancom."

The Officer-in-Charge (for Manitoba and Saskatchewan), British Trade Commissioner's Office, 703 Royal Bank Building, Winnipeg. Telegraphic address: "Wincom."

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING MARCH 10

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending March 10, 1930, with the official bank rate. Quotations for the week ending March 3, 1930, are also given for the sake of comparison.

Country	Unit	Parity	Nominal Quotations in Montreal Week ending March 3	Nominal Quotations in Montreal Week ending March 10	Official Bank Rate
Austria	Schilling	.1407	\$.1431	\$.1430	6½
Belgium	Belga	.1390	.1398	.1399	3½
Bulgaria	Lev	.0072	.0072	.0072	10
Czechoslovakia	Krone	.....	.0297	.0297	5
Denmark	Krone	.2680	.2688	.2687	4½
Finland	Markka	.0252	.0253	.0253	7
France	Franc	.0392	.0392	.0393	3
Germany	Reichsmark	.2382	.2395	.2394	6
Great Britain	Pound	4.8666	4.8806	4.8828	4
Greece	Drachma	.0130	.0130	.0130	9
Holland	Guilder	.4020	.4025	.4027	3½
Hungary	Pengo	.1749	.1757	.1757	6½
Italy	Lira	.0526	.0526	.0526	6½
Jugo-Slavia	Dinar	.1930	.0177	.0176	6
Norway	Krone	.2680	.2687	.2686	5
Portugal	Escudo	1.0805	.0451	.0451	8
Roumania	Leu	.0060	.0060	.0060	9
Spain	Peseta	.....	.1202	.1239	5½
Sweden	Krona	.2680	.2695	.2695	4
Switzerland	Franc	.1930	.1938	.1944	3½
United States	Dollar	1.00	1.0043	1.0040	4
Argentina	Peso (Paper)	.4244	.3816	.3790	—
Brazil	Milreis	.1196	.1142	.1142	—
Chile	Peso	.1217	.1215	.1214	6
Colombia	Peso	.9733	.9717	.9714	9
Mexico	Peso	.4985	.4779	.4763	6-7
Peru	Sol	.40	.....	.4001	7
Venezuela	Bolivar	.1930	.1933	.1932	—
Uruguay	Peso	1.0342	.8888	.8961	—
Cuba	Peso	1.0000	.9993	.9996	—
Java	Guilder	.4020	.4027	.4026	5
Shanghai	Tael	.....	.4770	.4794	—
India	Rupee	.3650	.3659	.3652	7
Japan	Yen	.4985	.4946	.4957	5.48
Siam	Baht (Tical)	.4424	.4544	.4543	—
Straits Settlements	Dollar	.5678	.5636	.5634	—
Jamaica	Pound	4.8666	4.8787	4.8797	—
Hongkong	Dollar	.....	.....	.3750	—
British Guiana	\$	1.0000	1.01¼	1.01½	—
Barbados	\$	1.0000	1.01¼	1.01½	—
Trinidad	\$	1.0000	1.00¼	1.00½	—
Other British West Indies	\$	1.0000	1.00¼	1.00½	—
Martinique	Franc	.0392	.0393	.0393	—
Guadeloupe	Franc	.0392	.0393	.0393	—

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Second Phrase Code.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT KINGSTON, BELLEVILLE, PETERBOROUGH, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.); AND THE MARITIME PROVINCES TRADE COMMISSION, TORONTO.

Canadian exporters should, for follow-up purposes, send a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which it emanated.

Foodstuffs

246. **FOODSTUFFS.**—Athens importer wishes to buy outright condensed milk with sugar and without sugar, sterilized milk unsweetened, and butter.

247. **EVAPORATED APPLES.**—A Copenhagen firm of agents wish to represent a Canadian exporter of evaporated apples.

248. **DRESSED POULTRY.**—A Liverpool firm of provision agents with branches throughout England wish to establish contact with Canadian exporters with a view to representation on this market. C.i.f. Liverpool quotations requested.

249. **TINNED LOBSTERS.**—Commission agent in Athens is open for representation of a Canadian exporter of tinned lobsters.

250. **PACKING HOUSE PRODUCTS.**—An agent in Helsingfors, Finland, wishes to represent a Canadian exporter of packing house products.

251. **FLOUR.**—Commission agent in Athens wishes to be put into touch with a Canadian exporter of AA quality flour.

252. **WHEAT FLOUR.**—An agent in Helingsfors, Finland, wishes to represent a Canadian mill.

253. **WHEAT AND FLOUR.**—Agents in Athens would like to hear from a Canadian exporter of wheat and flour.

WHEAT.—Piraeus house wishes to buy Canadian wheat.

255. **WHEAT.**—Wheat importer in Medellin, Colombia, is desirous of having quotations on No. 1 Northern Manitoba and No. 2 Hard Winter Wheat.

256. **HAY AND OATS.**—Italian agent in Milan would like to get into touch direct with Canadian producer of hay and oats.

Miscellaneous

257. **MEDICINAL HERBS.**—House in Milan desires to buy medicinal herbs from Canada.

258. **FISHMEAL.**—Rotterdam importer is desirous of establishing relations with Canadian exporters of pilchard and white fishmeal. Samples, analyses and quotations preferably c.i.f. Rotterdam should be submitted.

259. **FERTILIZERS.**—Athens agent wishes to act as representative of a Canadian exporter of superphosphates.

260. **CHEMICAL PRODUCTS.**—Agent in Milan desires to import chemical products.

261. **PAINTS AND VARNISHES.**—Agent in Athens wishes to represent Canadian manufacturer of paints and varnishes.

262. **SULPHURIC COPPER.**—Athens agent desires to hear from Canadian exporter of sulphuric copper.

263. **MAPLE ROLLER BLOCKS.**—A North of England firm, with connections for the disposal of maple roller blocks, wish to establish contact with a Canadian manufacturer with a view to representation on a commission basis. One size of block required is 4 inches by 22 inches, free from knots and defects of any kind. Quotations desired per 1,000 f.o.b. Atlantic seaboard.

264. **WALLBOARD.**—A North of England firm operating in the Argentine are open to consider samples, prices and full particulars from Canadian manufacturers of wallboard not already represented for that market.

265. **PRESSWOOD.**—A Hongkong firm of manufacturers' representatives ask for specifications and c.i.f. prices of presswood.

266. **veneers and PLYWOOD.**—Commission agent in Athens wishes to act as representative of Canadian exporter of veneers and plywood.

267. **PLYWOOD.**—An agent in Milan wishes to import plywood, veneers, hard lumber.

268. **BIRCH.**—A London hardwood importer and merchant asks to be placed in touch with responsible mills in the Maritime Provinces and Quebec who are in a position to make regular shipments of birch.

269. **FURS.**—Italian agent in Milan would like a connection in raw furs.

270. **HIDES AND SKINS.**—An agent in Hamburg, Germany, is desirous of getting in touch with Canadian exporters of hides and skins.

271. **ANIMAL PRODUCTS.**—An agent in Hamburg, Germany, is desirous of getting in touch with Canadian exporters of animal products such as hair, guts, hoofs, horns, etc., with a view to acting for them in the sale of these products to German importers.

272. **ANIMAL HAIR.**—An agent in Hamburg, Germany, is desirous of getting in touch with Canadian exporters of animal hair.

273. **HORSE HAIR.**—Rotterdam importers desire samples and quotations c.i.f. Dutch port.

274. **HORSE HAIR, ETC.**—Buyer in Milan wishes to get into touch with Canadian exporter of horse hair, vegetable down and brush bristles.

275. **RUBBER GOODS.**—German agent in Milan seeks representation of Canadian firms manufacturing rubber goods.

276. **MACHINERY BELTING.**—Buyer in Milan desires to get into touch with Canadian firms of rubber and leather belts for machinery, etc.

277. **ARTIFICIAL LEATHER.**—German agent in Milan seeks representation of Canadian firms manufacturing wax cloth and artificial leather "Pegamoid." Price lists and samples required.

278. **MANURE AND HAY FORKS.**—Dutch imports would like to have quotations c.i.f. Dutch port, illustrated catalogues, and all details with a view to representation.

279. **AUTOMOBILE ACCESSORIES.**—Commission agent in Volo, Greece, desires to hear from Canadian exporter of automobile accessories—wheels, axle shafts, rims, bolts, nuts, valves, ring bolts, springs, hubs, hub caps, brake lining, bearings, radiators, gaskets, and piston rings.

280. **AUTOMOBILE ACCESSORIES.**—Smyrna agent is prepared to act as representative of a Canadian concern wishing to export automobile accessories to Turkey, including wheels, axle shafts, rims, bolts, nuts, valves, ring bolts, springs, hubs, hub caps, brake lining, bearings, radiators, gaskets, piston rings.

281. **PIPES AND BARS.**—A Hongkong firm of manufacturers' representatives ask for specifications and c.i.f. prices of pipes and bars for iron and brass beds.

282. **PIPE-BENDING MACHINES.**—A Hongkong firm of manufacturers' representatives ask for specifications and c.i.f. prices of pipe-bending machines.

283. **AGRICULTURAL MACHINERY.**—Firm of agents in Athens desire to represent a Canadian manufacturer of agricultural machinery.

284. **AGRICULTURAL MACHINERY.**—Firm of commission agents in Volo desire representation of agricultural machinery.

285. **WOOD-WORKING MACHINERY.**—A Hongkong firm of manufacturers' representatives ask for specifications and c.i.f. prices and catalogue information on wood-working machinery.

286. **OFFICE EQUIPMENT.**—Agent in Milan would like to represent Canadian firms marketing calculating machines and other office equipment.

287. **STREET LIGHTING EQUIPMENT.**—Concern in Athens desires to buy street lighting equipment.

288. **STREET LIGHTING EQUIPMENT.**—Firm in Athens desire to act as agents for Canadian manufacturer of street lighting equipment.

PROPOSED SAILINGS FROM CANADIAN PORTS*(The sailing dates are approximate and subject to change without notice)***From St. John**

To AVONMOUTH, CARDIFF AND SWANSEA.—Concordia, March 19; Vardulia, April 12—both Anchor-Donaldson.

To GLASGOW.—Melita, March 20 and April 17; Minnedosa, April 5—both Canadian Pacific; Kastalia, March 26; Letitia, April 11—both Anchor-Donaldson.

To BELFAST AND DUBLIN.—Carrigan Head, March 22; Dunaff Head, April 9—both Head Line (cargo accepted for Londonderry and Cork).

To LIVERPOOL.—Duchess of York, March 21 and April 18; Duchess of Atholl, March 28 and April 25; Duchess of Richmond, April 4; Duchess of Bedford, April 11—all Canadian Pacific.

To LONDON.—Beaverburn, March 21; Beaverdale, March 28; Beaverford, April 4; Metagama, April 10; Beaverbrae, April 18—all Canadian Pacific.

To MANCHESTER.—Manchester Brigade, March 20; Manchester Commerce, April 3; Manchester Division, April 17—all Manchester Line.

To SOUTHAMPTON.—Montrose, March 27 and April 23; Montclare, April 2; Montcalm, April 16—all Canadian Pacific.

To ANTWERP.—Montrose, March 27 and April 23; Metagama, April 10; Beaverbrae, April 18—all Canadian Pacific; Grey County, March 23; Brant County, April 5—both County Line.

To HAMBURG.—Montclare, April 2; Montcalm, April 16—both Canadian Pacific; Kent County, March 28; Hada County, April 16—both County-Hamburg American Line.

To HAVRE.—Grey County, March 23; Labelle County, April 17—both County Line.

To SOUTH FRANCE AND ITALIAN PORTS.—Valfiorita, March 25; Valreale, April 15—both Lloyd Mediterraneo Italian Service.

To ROTTERDAM.—Laval County, March 17; Brant County, April 10; Labelle County, April 17—all County Line.

To PORT SAID, SUEZ, PORT SUDAN, DJBOUTI, ADEN, MOMBASA (KILINDINI), TANGA, DAR-ES-SALAAM, RANGOON AND CALCUTTA.—City of Durban, American and Indian SS., March 23.

To PORT SAID, KARACHI, POREBUNDER, BOMBAY, COLOMBO, MADRAS, RANGOON AND CALCUTTA.—City of Auckland, American and Indian SS., about March 26.

To SOUTH AFRICAN PORTS.—Mattawin, March 25; Calumet, April 20—both Elder-Dempster Line (also call at West African ports).

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Lady Hawkins, March 27; Lady Drake, April 10—both Canadian National; Agnete Maersk, March 21; a steamer, April 4; Spica, April 18—all Ocean Dominion (do not call at Nevis, Montserrat or Dominica).

To ST. PIERRE-MIQUELON AND ST. JOHN'S, NFLD.—Sollund, Newfoundland-Canada SS. Ltd., March 26.

From Halifax

To LIVERPOOL.—Nova Scotia, March 25; Newfoundland, April 12—both Furness Line; Arabic, March 24; Baltic, April 7; Dorelian, April 14; Albertic, April 21—all White Star Line; Manchester Hero, March 24; Manchester Citizen, April 7; Manchester Exporter, April 21—all Manchester Line; Andania, Cunard Line, March 31; Airthria, Anchor-Donaldson, March 17.

To LONDON.—Minnewaska, March 17; Napierian, March 31; Megantic, April 12—all White Star Line; Alaunia, Cunard Line, April 7; Lancastria, Anchor-Donaldson Line, March 24.

To MANCHESTER.—Manchester Brigade, March 22; Manchester Hero, March 24; Manchester Citizen, April 7; Manchester Exporter, April 21—all Manchester Line; Dorelian, White Star Line, April 14.

To SOUTHAMPTON.—Megantic, White Star Line, April 12.

To GLASGOW.—Airthria, March 17; Kastalia, March 28; Letitia, April 12—all Anchor-Donaldson.

To GOTHENBURG.—Gripsholm, Swedish-American Line, March 24.

To ST. JOHN'S, NFLD.—Rosalind, March 18 and April 1; Silvia, March 25 and April 8—both Furness-Red Cross Line; Sambro, March 21 and April 4 and 18; Farnorth, March 28 and April 11 and 25 (also calls at North Sydney)—both Farquhar SS.; Nova Scotia, March 25; Newfoundland, April 12—both Furness Line; Sollund (also calls at Newfoundland out-ports), Newfoundland-Canada SS., March 29 and April 10.

To ST. PIERRE-MIQUELON.—Fernfield, March 18 and April 1, 15 and 29; Sambro, March 21 and April 4 and 18; Farnorth, March 28 and April 11 and 25—all Farquhar SS.; Sollund, Newfoundland-Canada SS. Ltd., March 29 and April 10.

To SOUTH AMERICAN PORTS.—Canadian Spinner, March 20; Canadian Pathfinder, April 19—both Canadian National.

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Lady Nelson, March 21; Lady Hawkins, April 4; Lady Drake, April 18—all Canadian National; Agnete Maersk, March 27; a steamer, April 10; Spica, April 24—all Ocean Dominion (do not call at Nevis, Montserrat, or Dominica).

To HAMILTON, BERMUDA; NASSAU, BAHAMAS; KINGSTON, JAMAICA; AND BELIZE, BRITISH HONDURAS.—Cathcart, March 22 and April 19 (does not call at Bermuda or Nassau); Lady Rodney, March 29 and April 26; Cavellier, April 5 (does not call at Bermuda or Nassau); Lady Somers, April 12—all Canadian National.

To ST. GEORGE (BERMUDA), PORTO RICO, ST. KITTS, ANTIGUA, GUADELOUPE, MARTINIQUE, BARBADOS, TRINIDAD AND DEMERARA.—Chomedy, March 27 (also calls at St. Vincent, Grenada, and Tobago); Colborne, April 10; Cornwallis, April 24 (also calls at St. Vincent, Grenada and Tobago)—all Canadian National.

To SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Caledonia, March 19 and April 16; Ottar, April 2 and 30 (also calls at Montego Bay and other Jamaica outports)—both Pickford & Black.

To BRISBANE, SYDNEY, MELBOURNE AND ADELAIDE.—Canadian Scottish, March 31; Canadian Victor, April 15; Canadian Constructor, April 30—all Canadian National.

To AUCKLAND, WELLINGTON, LYTTELTON, TIMARU AND DUNEDIN.—Canadian Conqueror, March 25; Canadian Highlander, April 25 (also calls at Bluff).

From Vancouver

To YOKOHAMA, KOBE, SHANGHAI, HONGKONG AND MANILA.—Empress of Asia, March 29; Empress of Canada, April 17 (also calls at Honolulu)—both Canadian Pacific.

To YOKOHAMA, KOBE, MIKE AND HONGKONG.—Tyndareus, April 1; Teucer, April 22—both Blue Funnel.

To YOKOHAMA, KOBE, OSAKA AND DAIREN.—Paris Maru, Osaka Shosen Kaisha, April 1. To YOKOHAMA, KOBE AND SHANGHAI.—Alabama Maru, April 3; Arabia Maru, April 24—both Osaka Shosen Kaisha.

To AUCKLAND, WELLINGTON, LYTTELTON AND DUNEDIN.—Golden Cross, March 19 (also calls at Timaru; Golden Cloud, April 17—both Oceanic and Oriental Navigation Company.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Aorangi, April 2; Niagara, April 30—both Canadian-Australasian Line.

To AUCKLAND, WELLINGTON, MELBOURNE AND SYDNEY.—Waikawa, Canadian-Australasian Line, April 1.

To SYDNEY AND MELBOURNE.—Pacific Commerce, March 25; Elmsworth, April 25 (does not call at Melbourne)—both Australian B.C. Shipping Co., Ltd.; Waitemata, Canadian-Australasian Line, April 18 (also calls at Papeete).

To BRISBANE, SYDNEY, NEWCASTLE, MELBOURNE AND ADELAIDE.—Eknaren, March 24; Bullaren, April—both Transatlantic SS. Co., Ltd.

To CAPE TOWN, DURBAN AND LOURENCO MARQUES.—West Grama, B.C. Shipping Agencies Limited, around middle of March (also calls at Algoa Bay).

To MANCHESTER.—Pacific Reliance, March 22; Pacific Shipper, April 5—both Furness (Pacific) Ltd.

To LIVERPOOL, SOUTHAMPTON, LONDON AND ROTTERDAM.—Delftdyk, March 27; Nictheroy, April 9; Loch Gail, April 24—all North Pacific Coast Line.

To HAVRE, DUNKIRK, BORDEAUX AND ANTWERP.—Washington, April 3; Indiana, April 9—both French Line.

To HAMBURG, BREMEN AND ANTWERP.—Oakland, March 20; Seattle, April 1; Portland, April 22—all Hamburg-American Line; Grootendyk, March 24; Narenta, April 14—both North Pacific Coast Line (also call at Rotterdam).

To BARCELONA, MARSEILLES, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Feltre, April 5; Rialto, April 28—both Navigazione Libera Triestina.

To BAHIA BLANCA, BUENOS AIRES, MONTEVIDEO, ROSARIO AND SANTA FÉ.—Hindanger, March 17; Taranger, April—both Westfal-Larsen.

To PORT OF SPAIN (TRINIDAD) AND BRIDGETOWN (BARBADOS).—Victoria, Canadian Transport Co. Ltd., about March 15.

To PUERTO COLOMBIA.—Point Montara, March 24 (also calls at Curacao and Kingston); Point Sur, March 29; Point Arena, April 17; Point San Pablo, April 25 (also calls at Curacao and Kingston); Point Gorda, April 26—all Gulf Pacific Line.

LISTS OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

Copper Bars and Rods Bounty Act.
Electricity and Fluid Exportation Act. Electricity Inspection Act.
Electric Units Act. Gas Inspection Act. Gold and Silver Marking Act.
Grain Act. Hemp Bounty Act. Inland Water Freight Rates Act.
Statistics Act. Weights and Measures Inspection Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents.)
Canada-West Indies Conference (1920). (Price 25 cents.)
Canada-West Indies Conference Report (1925). (Price \$1.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 10 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada \$3.50; single copies, 10 cents.
Czechoslovakia as a Market for Canadian Products (1927). (Price 25 cents.)
Denmark as a Market for Canadian Products (1926). (Price 25 cents.)
French-Canadian Homespun Industry.
Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)
Lumber Market of Japan (1926). (Price 25 cents.)
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Markets of Central America (1929). (Price 25 cents.)
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Peru as a Market for Canadian Products (1926). (Price 25 cents.)
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)
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Sweden as a Market for Canadian Products (1928). (Price 25 cents.)
Switzerland as a Market (1929). (Price 25 cents.)
Trade of the African Sub-Continent (1928). (Price 25 cents.)
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Trading with Egypt (1921). (Price 25 cents.)
Trading with Greece (1921). (Price 25 cents.)
Trading with Spain (1926). (Price 25 cents.)
West Africa and its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.

Census of Canada.
Census of Prairie Provinces (1916).
Miscellaneous Statistics respecting the following: Criminal; Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones, water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures: Vital (annual and monthly).
Monthly Bulletin of Agricultural Statistics.
Sixty Years of Canadian Progress (1927). (Price 10 cents.)
Year Book of Canada.
Report of the Dominion Statistician, Annual.
Trade of Canada (Imports and Exports), Annual and Monthly.
Trade (Internal), including grain, live stock, coal prices, etc.

CANADIAN GOVERNMENT TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, B. Mitre 430, Buenos Aires. (Territory includes Chile and Uruguay.) *Cable Address, Canadian.*

Australia

D. H. Ross. Address for letters—Box 196C, G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*
Commercial Agent: B. Millin, The Royal Exchange, Sydney, N.S.W.

Belgium

Jean J. Guay, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.* (Territory includes Roumania, Bulgaria, Hungary.)

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Ed. Da "A Noite," Sala 802, Praca Maua. *Cables, Canadian.*

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Trinidad: R. T. Young. Address for letters—P.O. Box 125, Port of Spain. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*

Jamaica: F. W. Fraser, P.O. Box 225, Kingston. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, the Bahamas and British Honduras.) *Cable Address, Canadian.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—Daily News Building, 17 The Bund, Shanghai. *Cables, Canadian.*

Cuba

James Cormack. Address for letters—Apartado 1945. Office Address: Calle Obrapia 35, Havana, Cuba. (Territory includes San Domingo and Porto Rico.) *Cable Address, Canadian.*

France

Hercule Barré, 3 rue Scribe, Paris (9). (Territory includes French Colonies in North Africa, Egypt, Palestine, Syria.) *Cable Address, Cincomac.*

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Canadian.* (Territory covers Germany—except the Rhine Valley—Czechoslovakia, Austria, Poland, Esthonia, Latvia, Lithuania and Soviet Russia.)

Greece

Henri Turcot, 8 Metropole Street, Athens. (Territory includes Turkey.) *Cable Address, Canadian.*

Hongkong

Paul Sykes. Address for letters—P.O. Box 80. Office—Exchange Building, Hongkong. Territory includes South China, the Philippines, and Indo-China. *Cables, Canadian.*

India and Ceylon

Richard Grew, P.O. Box 2003, office, 8 Esplanade Mansions, Government Place East, Calcutta. *Cable Address, Canadian.*

Irish Free State

J. H. English, 66 Upper O'Connell street, Dublin
Cable Address, Canadian.

Italy

A. B. Muddiman, Via Manzoni Nr. 5—Milan (102). *Cables, Canadian.* Territory includes Spain, Portugal, Gibraltar, Canary Islands, Malta, Italian Colony in Africa, Albania, Jugoslavia, and Cyprus.)

Japan

Tokyo: J. A. Langley, Commercial Secretary. Address for letters, P.O. Box F. 101, Tokyo Central. Office, Imperial Life Assurance Building, Marunouchi, Tokyo. *Cables, Canadian.*
 Kobe: Acting Trade Commissioner. Address for letters, P.O. Box 230. Office, Chamber of Commerce Bldg., Kobe. *Cables, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. (Territory includes Central American Republics.) *Cable Address, Cancoma.*

Netherlands

J. C. Macgillivray, Beursplein 26B, Rotterdam. (Territory includes the Rhine valley and Switzerland.) *Cable Address, Canadian.*

Netherlands East Indies

G. R. Heasman, P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Yorkshire House, Shortland street, Auckland. *Cable Address, Canadian.*

Norway

F. H. Palmer, Jernbanetorget 4, Oslo. (Territory includes Scandinavian countries and Finland.) *Cable Address, Canadian.*

Panama

J. A. Strong, P.O. Box No. 222, Panama City. (Territory includes Venezuela and Colombia.) *Cable Address, Canadian.*

Peru

G. R. Stevens, Casilla 1212, Lima. Office, Calle Coca, 478. (Territory includes Bolivia and Ecuador.) *Cable Address, Canadian.*

South Africa

C. S. Bissett, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

London: Harrison Watson, Canadian Building, Trafalgar Square, S.W. 1, England. *Cable Address, Sleighing, London.*

London: J. Forsyth Smith, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C. 2. *Cable Address, Canfrucum.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany and Spain.)

Liverpool: Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street. *Cable Address, Canadian.*

Bristol: Douglas S. Cole, Sun Building, Clare street. *Cable Address, Canadian.*

Glasgow: Gordon B. Johnson, 200 St. Vincent Street, Scotland. *Cable Address, Cantracom.*

United States

New York City: Frederic Hudd, 44 Whitehall street. (Territory covers New England, Atlantic seaboard states, Pennsylvania; also the Colony of Bermuda.) *Cables, Cantracom.*

Chicago: R. S. O'Meara, Willoughby Tower, 8 S. Michigan Avenue. (Territory covers the Middle West and the Mississippi Valley.) *Cables, Canadian.*

San Francisco: H. R. Pousette, c/o Bank of Montreal, 233 California street. (Territory covers the Pacific seaboard and Rocky Mountain states.)

NOTE.—Bentley's Second Phrase Code is used by Canadian Trade Commissioners.

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Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. James Malcolm, M.P.

Deputy Minister: F. C. T. O'Hara

Director, Commercial Intelligence Service: C. H. Payne

Published in English and French. Subscription Price for either edition: \$1 per annum in Canada (single copies 5 cents each); \$3.50 outside the Dominion (single copies 10 cents each). Remittances, which may be made by Post Office or Express Orders, or Drafts, or Cheques, payable at par in Ottawa, should be addressed to the King's Printer, Government Printing Bureau, Ottawa.

Vol. XLII

Ottawa, March 22, 1930

No. 1364

TABLE OF CONTENTS

	Page		Page
Mr. Macgillivray's Visit to Toronto	417	Radio in India	428
Australian Financial and Commercial Conditions	417	Belgium to Prohibit Importation of Muskrats	429
Directions of Great Britain's Overseas Trade in 1929	419	British Industries Fair (Birmingham), 1930	430
Trade of the United Kingdom in January	423	General Situation in Sweden in 1929	432
Rationalisation in the British Ship-building Industry	423	Trade of Denmark in 1929	436
Wallboard Market Conditions in North of England	424	Exports from Canada to the United States under Three Tariffs	440
Market for Model Sailing Boats in North of England	426	Trade of France in 1929	442
Market for Vegetable Parchment in the Irish Free State	426	Catalogues for the Athens Office	444
Market for Orange Boxes in British South Africa	427	Foreign Exchange	444
		Reduced Australian Duty on Box Shooks	445
		Trade Inquiries	445
		Sailings from Canadian Ports	446
		Commercial Intelligence Service	448

MR. MACGILLIVRAY'S VISIT TO TORONTO

Mr. J. C. Macgillivray, Canadian Trade Commissioner in Rotterdam, who is making a tour of Canada in the interests of Canadian exporters to the Netherlands, will be in Toronto from March 19 to April 4 inclusive. Firms desiring to interview Mr. Macgillivray are requested to communicate with Mr. Alex. Marshall, Manager, Commercial Intelligence Branch, Canadian Manufacturers' Association, Toronto.

AUSTRALIAN FINANCIAL AND COMMERCIAL CONDITIONS

D. H. ROSS, CANADIAN TRADE COMMISSIONER

Melbourne, February 20, 1930.—The preliminary trade returns of the Commonwealth for the first six months of the fiscal year (July to December) of 1929-30 discloses an excess of imports of merchandise of £25,655,961 (\$124,993,230) over exports of merchandise from Australia. In the same period gold to the value of £9,217,330 was exported (practically all to London), and during January and February further shipments of £7,000,000 will have been made to London. These shipments aggregating over £16,217,330 (\$78,816,224) to meet accruing obligations should materially strengthen Australian credit abroad. It is claimed that this movement of gold—a record for the country in such a short period—demonstrates the fundamentally sound position of Australian finance, besides which the gold reserve held against the Commonwealth's note issue remains at 43 per cent, whereas the legal requirement is only 25 per cent.

Recently the general managers of all trading banks in Australia were summoned to Canberra to attend a conference with the Commonwealth Treasurer, but while the deliberations have not been disclosed, it is generally conceded one of the main results is that all the banks are imposing a more stringent check upon the volume of imports to conserve their balances in London. The associated banks have revised their exchange rates, favouring exporters and against importers, which, as this mail closes, are as follows:—

Exchange on London

Buying			Selling		
£	s.	d.	£	s.	d.
102	10	0	103	2	6
101	15	0	102	13	9
101	2	6	102	5	0
100	11	3	101	16	3
100	0	0	101	7	6

Some Canadian exporters, well established in the Australian trade, are perturbed because of the difficulty in remitting the proceeds of their drafts paid by Australian importers and collected by Australian banks to either London or Canada. It is generally conceded that the banking situation is not likely to show any marked improvement until at least the end of this year. Australian banks are rationing to their clients, to the best of their ability, the money they have available in London. Undoubtedly there is the danger that of drafts sent by Canadian banks to their correspondents in Australia for collection only a portion of such amounts may—as funds are available—be transferred to London while stringent finance continues. For telegraphic transfer the cost is now over three per cent, which in the case of some oversea shippers has caused them to place collections made on their account on fixed deposit in Australian banks for twelve months.

[A cablegram from Mr. D. H. Ross, dated March 14, amplifying the above report dated February 20, reads as follows: "Fixed deposits Australian banks for six months, four three-quarter per cent; twelve months, five per cent; twenty-four months, five and a quarter per cent per annum. Telegraphic transfer rates London increased to four pounds two shillings six pence, but very difficult to obtain; in some instances up to six pounds being paid."]

There is little use in Canadian manufacturers asking Australian importers to supply a letter of credit with their orders, as this is generally a stipulation which cannot be fulfilled under present conditions.

Possibly, when drafts are paid, the collecting banks may remit a portion of the total—depending entirely upon their credits in London—but there is no certainty in this regard. Under the circumstances, it is obvious that Canadian exporters who are disposed to fill orders regularly received from Australia without imposing unusual or arbitrary payment conditions will continue their trade, besides retaining their established trading connection and (what is of equal importance) the goodwill of buyers. It is thus apparent that Canadian manufacturers and exporters interested in Australian trade must rely upon their own banks for such accommodation and consideration as the exceptional circumstances warrant.

AUSTRALIAN WHEAT AND FLOUR

Wheat.—The uncertainty as to exports from Canada and the United States has in recent weeks been reflected in the wheat situation in Australia. With the exception of a purchase of 66,000 tons of Western Australian wheat, for shipment to Japan, there is no business of any magnitude to report. It is anticipated that the final crop results will aggregate some four to six million bushels more than was anticipated at the beginning of the year. Quotations have been reduced from those ruling a month ago. To-day's nominal price on the basis of a bushel of 60 pounds, f.o.b. steamer at principal Australian ports, is given at 4s. 11d. (\$1.18).

Flour.—The Australian flour export trade continues to be disappointing to milling companies. British and Egyptian buyers are in the market, but the prices offered left no margin of profit to millers, hence no business has resulted in recent weeks. To-day's prices for standard quality flour, per ton of 2,000 pounds, f.o.b. steamer main Australian ports are:—

	£	s.	d.	
Packed in sacks, 140 or 150 pounds gross	9	15	0	(\$47 45)
Packed in hessian bags, 98 or 101 pounds gross	10	0	0	(48 67)
Packed in calico bags, 49 pounds gross	10	10	0	(51 10)

Freight Rates.—During the last months the freight rates to Egypt have been reduced by five shillings per ton, while the rate to South Africa remains unchanged. For parcels (part cargoes), to-day's quotations on shipments of wheat during February and March are nominally as follows:—

Port Said, United Kingdom, and Europe	22s.	0d.	(\$4 87)
Alexandria	22s.	6d.	(5 47)
South Africa	20s.	6d.	(4 99)

Flour in each instance is 2s. 6d. (61 cents) per ton higher. For full cargoes to any of the above destinations the rates would likely show some reduction.

PROPOSED AUSTRALIAN WHEAT POOL

As this mail closes, the proposals of the Commonwealth Government to establish a compulsory wheat pool are being considered by representatives of the Federal and State Governments in conference at Canberra. Briefly, the Commonwealth Government invites the State Governments to join in guaranteeing a net return of 4s. (97 cents) a bushel to growers payable on delivery at country railway stations. This, together with transport and other charges, is equivalent to four shillings and eight pence (\$1.14) a bushel f.o.b. steamer at shipping port. It is stipulated that the guarantee would operate conditional upon the passage of enabling State legislation, and the completion of the requisite favourable voting of growers by July 31, 1930. The conference continues and the pool is still in embryo.

DIRECTIONS OF GREAT BRITAIN'S OVERSEAS TRADE IN 1929

HARRISON WATSON, CANADIAN TRADE COMMISSIONER

London, February 24, 1930.—At a time when the possibilities of increasing inter-Empire trade are receiving keen attention in practically all countries which form the British Empire, unusual interest is attached to the annual statistics of the directions of overseas trade of the United Kingdom which are included in the British Government trade accounts for January. The returns upon a percentage basis for the past two calendar years are displayed in contrast with 1913 in the following table. Incidentally, it should be explained that, as the Irish Free State was not in existence in 1913, statistics in all cases relating to trade between the United Kingdom and that country have been omitted; and Palestine, the Sudan, the Southwest Africa Territory, Tanganyika, and Nauru and Western Samoa, are treated as foreign countries for similar reasons of comparability.

	1913	1928	1929	1913	1928	1929
Imports from:	£1,000	£1,000	£1,000	Per Cent	Per Cent	Per Cent
Foreign countries..	577,544	839,806	869,200	75.13	73.00	73.88
British countries..	191,191	310,645	307,307	24.87	27.00	26.12
All countries . . .	768,735	1,150,451	1,176,507	100.00	100.00	100.00
Exports (British produce) to:						
Foreign countries..	329,944	399,595	409,147	62.82	58.04	59.00
British countries..	195,310	288,905	284,322	37.18	41.96	41.00
All countries . . .	525,254	688,500	693,469	100.00	100.00	100.00
Exports (imported merchandise) to:						
Foreign countries..	95,957	97,600	86,773	87.58	88.21	87.19
British countries..	13,610	13,042	12,748	12.42	11.79	12.81
All countries . . .	109,567	110,642	99,521	100.00	100.00	100.00

Examination of the figures shows that the results for 1929 are rather disappointing from an Empire point of view. Upon the other hand, it might be remarked incidentally that the decline of £3,000,000 in imports from Empire countries in 1929 in comparison with 1928 is more than offset by the drop of £8,000,000 in imports of wheat from Canada.

In accordance with custom, a special table has been prepared showing the trade in imports, exports, and re-exports between the United Kingdom and the leading countries of the world:—

TABLE SHOWING TRADE OF THE UNITED KINGDOM—I.E. IMPORTS, EXPORTS (THE PRODUCE OF THE UNITED KINGDOM), AND RE-EXPORTS (THE PRODUCE OF FOREIGN COUNTRIES AND OTHER PORTIONS OF THE BRITISH EMPIRE), WITH THE COUNTRIES INDICATED, FOR THE CALENDAR YEARS 1927, 1928, AND 1929:—

	<i>British Empire</i>		
	1927	1928	1929
	£	£	£
<i>Canada—</i>			
Imports	55,151,649	57,142,860	46,419,503
Exports	29,250,282	34,466,279	35,007,873
Re-exports	2,110,239	2,563,133	2,503,021
Total	86,512,170	94,172,272	83,930,397
<i>Australia—</i>			
Imports	52,739,869	54,413,289	55,898,025
Exports	61,179,266	55,654,241	54,230,544
Re-exports	2,563,252	2,283,531	2,109,733
Total	116,823,387	112,351,061	112,238,302
<i>New Zealand—</i>			
Imports	46,549,306	47,274,188	47,717,109
Exports	19,608,464	19,287,825	21,395,602
Re-exports	791,743	762,668	792,848
Total	66,949,513	67,324,681	69,905,559
<i>Irish Free State—</i>			
Imports	43,247,137	45,147,443	45,084,290
Exports	36,199,867	35,079,584	36,086,395
Re-exports	9,366,339	9,640,799	10,220,602
Total	88,813,343	89,867,826	91,391,287
<i>Union of South Africa—</i>			
Imports	21,323,988	24,146,119	25,306,994
Exports	30,312,361	31,502,577	32,537,824
Re-exports	1,531,186	1,604,257	1,573,798
Total	53,167,535	57,252,953	59,418,616
<i>West Africa—</i>			
Imports	11,467,246	11,258,155	11,387,736
Exports	14,689,633	14,827,022	12,316,180
Re-exports	1,450,107	1,651,573	1,634,070
Total	27,606,986	27,736,750	25,337,986
<i>South-West Africa—</i>			
Imports	91,449	89,162	106,917
Exports	189,393	202,811	249,236
Re-exports	1,777	4,043	2,419
Total	282,619	296,016	358,572
<i>East Africa—</i>			
Imports	5,826,138	6,136,391	4,981,839
Exports	4,648,325	5,050,377	4,989,169
Re-exports	124,859	137,380	133,785
Total	10,599,322	11,324,148	10,104,793
<i>British India—</i>			
Imports	65,840,065	64,472,793	62,921,213
Exports	11,256,135	11,355,864	9,315,818
Re-exports	1,291,831	1,167,625	1,145,431
Total	78,388,031	76,996,282	73,382,462

TRADE OF THE UNITED KINGDOM, WITH COUNTRIES INDICATED, CALENDAR YEARS
1927, 1928, AND 1929—*Continued**British Empire—Concluded*

	1927 £	1928 £	1929 £
<i>British West Indies—</i>			
Imports	4,487,635	5,343,659	5,342,088
Exports	4,527,982	5,110,913	5,044,142
Re-exports	251,316	324,099	311,033
Total	9,266,933	10,778,671	10,697,263
<i>Straits Settlements—</i>			
Imports	16,576,903	10,167,480	14,193,123
Exports	11,404,760	11,434,233	12,271,821
Re-exports	333,939	294,196	327,353
Total	28,315,602	21,895,909	26,792,297

Foreign Countries

<i>United States—</i>			
Imports	200,186,487	188,447,519	195,640,250
Exports	45,437,065	46,665,706	45,581,207
Re-exports	21,437,967	22,063,793	16,472,018
Total	267,061,519	257,177,018	257,693,475
<i>France—</i>			
Imports	63,436,377	60,621,152	56,497,215
Exports	23,633,947	25,156,756	31,641,348
Re-exports	18,455,612	18,560,018	17,516,548
Total	105,525,936	104,337,926	105,655,111
<i>Germany—</i>			
Imports	59,915,951	63,725,716	68,789,611
Exports	41,879,093	40,946,970	37,120,076
Re-exports	27,537,610	26,392,309	23,270,970
Total	129,332,654	131,064,995	129,180,657
<i>Italy—</i>			
Imports	16,775,618	15,766,452	16,803,991
Exports	13,487,719	14,353,130	15,999,327
Re-exports	2,239,632	2,116,181	1,578,081
Total	32,502,969	32,235,763	34,381,399
<i>Belgium—</i>			
Imports	46,524,295	43,400,977	44,008,350
Exports	16,471,444	17,002,370	19,437,117
Re-exports	8,779,209	10,348,182	9,201,715
Total	71,774,948	70,751,529	72,647,182
<i>Netherlands—</i>			
Imports	44,506,225	42,943,998	42,382,552
Exports	21,219,497	21,801,930	21,822,198
Re-exports	4,819,963	4,843,059	5,208,790
Total	70,545,685	69,588,987	69,413,540
<i>Denmark—</i>			
Imports	49,973,366	53,057,529	56,178,663
Exports	9,797,812	9,759,926	10,671,482
Re-exports	766,536	781,851	829,370
Total	60,537,714	63,599,306	67,679,515
<i>Norway—</i>			
Imports	12,923,453	12,012,691	14,150,621
Exports	7,455,193	7,927,686	9,858,138
Re-exports	503,507	448,738	470,583
Total	20,882,153	20,389,115	24,479,342
<i>Sweden—</i>			
Imports	25,258,812	22,049,869	25,704,131
Exports	9,653,758	9,711,817	10,547,903
Re-exports	1,029,269	1,239,304	1,156,405
Total	35,941,839	33,000,990	37,408,439

TRADE OF THE UNITED KINGDOM, WITH COUNTRIES INDICATED, CALENDAR YEARS
1927, 1928, AND 1929—*Concluded*

Foreign Countries—Concluded

	1927 £	1928 £	1929 £
<i>Russia—</i>			
Imports	21,051,633	21,576,107	26,506,801
Exports	4,508,880	2,715,990	3,766,564
Re-exports	6,780,895	2,084,762	2,798,544
Total	32,341,408	26,376,859	33,071,909
<i>Spain—</i>			
Imports	18,788,928	18,270,212	19,097,997
Exports	10,207,505	9,803,956	12,055,289
Re-exports	640,975	644,915	486,126
Total	29,636,508	28,719,083	31,639,412
<i>Argentine—</i>			
Imports	76,495,859	76,788,817	81,418,864
Exports	26,991,958	31,209,978	29,071,371
Re-exports	609,544	563,533	604,813
Total	104,097,361	108,562,328	111,095,048
<i>Brazil—</i>			
Imports	4,479,543	4,685,075	7,297,466
Exports	14,388,564	16,034,408	13,383,149
Re-exports	277,104	390,665	322,220
Total	19,145,211	21,110,148	21,002,835
<i>China—</i>			
Imports	12,123,145	11,973,885	12,217,998
Exports	9,689,977	15,723,992	14,029,842
Re-exports	120,078	134,675	116,902
Total	21,933,200	27,832,552	26,364,742
<i>Japan—</i>			
Imports	8,164,327	8,731,671	9,132,837
Exports	15,150,476	14,536,038	13,435,906
Re-exports	231,686	264,792	208,608
Total	23,546,489	23,532,501	22,777,351

As is pointed out in a special article which appears in the *Board of Trade Journal*, a noticeable feature which is disclosed by a detailed study of the figures of trade with all the countries scheduled is the continuation of the steady growth of the trade of the United Kingdom with foreign countries, and more especially with countries located in Europe. This aggregated 36·66 per cent in 1928, and further advanced to 37·45 per cent in 1929. The expansion was general, except that imports from France declined to an unusual extent, and smaller ones were experienced in the case of Holland and Belgium.

As already indicated, there was a marked fall in the total value of imports from Canada, which aggregated £46,420,000 in 1929 in comparison with £57,143,000 in 1928. Although the contraction was mainly represented by the withholding of the customary shipments of wheat, there was also a disappointing drop, but to a lesser extent, in several other agricultural products. During the same period, United Kingdom exports to the Dominion exhibited a slight increase to £35,008,000 as against £34,466,000.

The position was reversed in connection with trade with the United States. Imports, which were £190,826,000 in 1928, rose to £197,850,000 last year, whereas British exports to the United States fell from £47,947,000 to £46,826,000.

TRADE OF THE UNITED KINGDOM IN JANUARY

HARRISON WATSON, CANADIAN TRADE COMMISSIONER

London, February 24, 1930.—The figures of foreign trade for the month of January, 1930, regarded together with reports of domestic trade, indicate that the new year has opened inauspiciously.

In comparison with January, 1929, imports of all kinds dropped by nearly £15,000,000. At the same time there was a fall of £8,500,000 in exports of British goods, and of £1,750,000 in re-exports, giving a grand total of just over £10,000,000. Although the constant fall in wholesale prices which occurred in the interval is partly responsible for the deficit, the results cannot be regarded but as disappointing.

Simultaneously the unemployment figures continue to increase, and according to the latest returns issued by the Ministry of Labour, the number of unemployed on February 10 was 1,520,000 or 177,500 more than at the corresponding date a year ago.

More detailed reports on conditions experienced by different industries and trades in the year 1929 which are gradually being issued disclose an unsatisfactory situation in many directions. The report of the Chamber of Shipping which was discussed at its recent annual meeting states that "the past year has been one of deep disappointment. The promise of better trade offered by the small but steady improvement in freights in 1928 was not fulfilled."

Freights—which it should be explained apply to whole cargo charters and not to schedules agreed upon by the regular liners—fell by 28 per cent during the year, and were stated to be at present below pre-war level. It is true that the unsatisfactory position is partly attributable to the dislocation caused by the failure last autumn of the usual demand for tonnage for the transportation of wheat from the North American continent, but there can be little doubt that the present slump is largely due to general restriction in the demand for ships.

RATIONALIZATION IN THE BRITISH SHIPBUILDING INDUSTRY

HARRY A. SCOTT, CANADIAN TRADE COMMISSIONER

Liverpool, March 5, 1930.—Shipbuilding has ranked for several years past among the depressed industries of this section of England. The excessive capacity of British yards which developed under the stress of the war emergency, and the subsequent falling off in demand plus keen foreign competition, has seriously affected progress. During the last two or three years British yards have been much busier than at any time since the post-war slump, but overhead charges and competition have made it difficult to show any profit on the undertakings.

The registration last week of the National Shipbuilders' Security Limited, with a nominal capital of £10,000 but with borrowing powers up to £3,000,000, marked the launching by British shipbuilders of a collective scheme within this industry by which it is hoped to eliminate redundant capacity and to secure greater economy by the resultant concentration of production.

The leading objects of the new company as set out in the memorandum of association are in part as follows:—

- (1) To assist the shipbuilding industry by the purchase of redundant and/or obsolete shipyards, the dismantling and disposal of their contents, and the resale of the sites under restrictions against further use for shipbuilding.

- (2) To enter into contracts with shipbuilders and others for the payment to the company of any sum or sums of money for the advancement of the purposes of the company.

- (3) To purchase, take on lease or otherwise acquire shipyards, workshops, docks (graving or otherwise), factories, wharves or any other conveniences for the building, repairing

or docking of ships or vessels of any kind, and to sell, dispose of or deal with and turn to account the same in such manner as may be thought fit.

The British shipbuilding industry during the last two years has been steadily consolidating its position in world shipbuilding, in face of unprecedented and subsidized foreign competition. It is now building over 50 per cent of the world's tonnage. To enable shipbuilding to recover and maintain financial stability, it has become imperative to secure a greater concentration of the work available, thus obtaining considerable savings in the overhead and administrative costs and in rates and taxes.

The problem to be tackled in shipbuilding has gradually become more acute each year with the steady curtailment of warship building. There is now an immediate need for concerted action to be taken to bring the shipbuilding capacity of the country into closer relationship with the prospective demand for tonnage.

Although a number of shipbuilding firms have already closed down in recent years, there is still too large a volume of capacity, and the step now taken affords an opportunity for orderly and considered curtailment of redundant facilities.

There is no prospect of the large additions to shipbuilding capacity which were made under Government pressure during the late war, to meet both the merchant ship and the warship emergency created by submarine warfare, ever being utilized. Even before the war warship work represented as much as 25 per cent of the value of the entire output of British yards. To-day there is only one-seventh of the pre-war amount of warship tonnage being constructed.

The situation is made more difficult by the interesting fact that the average size of merchant ships has been steadily rising in recent years and a smaller number of berths is therefore now required for the same quantity of tonnage. In the immediate pre-war period one and a half million tons of merchant shipping—the amount constructed in this country last year—meant 500 vessels; to-day the same tonnage is represented by 350 vessels.

It is understood that this new development is receiving the support of the large majority of firms in the industry. The details as to which individual yards located in North of England production centres are to be bought out and dismantled have not as yet been publicly announced.

WALLBOARD MARKET CONDITIONS IN THE NORTH OF ENGLAND

GERALD A. NEWMAN, ASSISTANT TRADE COMMISSIONER

Liverpool, February 28, 1930.—Many years ago Canadian wallboard was introduced into the English market. The sale of this product steadily increased, and in time the English builders came to look upon the Canadian brand as synonymous with wallboard proper. The post-war reconstruction period, demanding as it did materials which would allow for easy and quick building, opened out an unexpectedly large market for this product. Nor was the supply lacking; new brands of wallboard, insulating board, and plasterboard came on the British market. While plasterboard is manufactured by several English firms, they have not the same easy access to the wood-pulp used in the making of fibre boards: the latter type with few exceptions is imported largely from Canada and the United States.

Undoubtedly the British market is one of the most important outlets for all kinds of wallboard. A recent press report stated that in 1929 wallboard to the value of £250,000 (\$1,216,665) was imported from the United States alone. Canada is represented in this market by several well-known producers, two of whom began doing business in a large scale in this country during the past year. While there are as many as seventy-five different brands being advertised in the United Kingdom, the firms of major importance are about ten in number.

In spite of the generally depressed trade conditions, firms interested are optimistic as to business prospects; many report an increase in sales during the past year. Prices, however, are likely to fall in the near future. One firm at present exporting from the United States are intending to build a plant on the Continent and to supply England from that source. Cheap labour and reduced transportation costs are the factors favouring this move.

It is understood that the incoming of the talking motion picture has proved a minor fillip to the wallboard companies, as sound pictures have forced many theatres to use fibre boards which have insulating and other properties that facilitate the readjusting of the acoustic arrangements.

The greatest obstacle to the marketing of a new brand of wallboard is the conservative attitude of architects and builders. No architect wishes to risk his reputation in using new and it may be unproved material, and the builder wants to be shown concrete examples of where the board has been used and has stood the test of time. To meet this situation, wallboard companies have found it advisable to set up special organizations for demonstration purposes. Resort is also being made to advertising.

Competition is keen, and prices are quoted according to the size of the order and the possibilities of doing future business. The prices advertised vary from 1½d. (3 cents) to 3d. (6 cents) per square foot. One company quotes the following discounts:—

2½d. (5 cents) per square foot for quantities under 1,000 square feet.

2¼d. (approximately 4 cents) per square foot for quantities between 1,000 square feet and 5,000 square feet, less 5 per cent discount.

2¼d. per square foot for quantities between 5,000 and 10,000 square feet, less 10 per cent discount.

2¼d. per square foot for quantities over 10,000 square feet, less 12½ per cent discount.

For general construction purposes, boards are sold in widths of from 3 to 4 feet, and lengths of 8, 8½, 9, 10, 11, 12 and 14 feet with thicknesses of $\frac{7}{16}$ to $\frac{1}{2}$ inch.

METHODS OF DISTRIBUTION

It has been found that, due to the heavy advertising expense entailed and the need of a special selling force, wallboard cannot be sold through brokerage or agency houses. A number of firms have established branch offices in London to supervise distribution, advertising, and the activities of technical advisers. The importing and carrying of stocks is done by wholesale lumber merchants. One or two Canadian and American firms have given the United Kingdom agency to British trading companies, which carry stocks and in turn work through local distributors who are allotted certain smaller territories. The local distributors are expected to carry from 50,000 to 60,000 feet of board in stock, and they can but it either ex-warehouse or c.i.f. (if the quantity ordered is large enough).

The employment of technical advisers is an important feature in the selling of wallboard. These are men who are capable of giving technical advice to architects on the acoustic and other properties of their particular brand and who are able to superintend, if necessary, the construction where wallboard is required, thereby training the builder in its uses, and who, to the extent of securing initial orders for him, co-operate with the local distributor in the making of sales. By this means the distributor is aided in making a quick turnover of his stocks.

SHIPPING

Wallboard is shipped in packs of five to ten panels. Each pack is wrapped in stout brown paper to protect the contents from moisture, and braced with a wooden frame, often bound with iron strips or bands. The weight of wallboard averages from 570 to 600 pounds per 1,000 square feet.

MODEL SAILING BOATS IN THE NORTH OF ENGLAND

GERALD A. NEWMAN, ASSISTANT TRADE COMMISSIONER

Liverpool, February 21, 1930.—At the request of a Canadian firm, this office has investigated the possibilities of selling model sailing boats in the North of England. The season for selling opens any time in April and continues on till the end of August. Yachts for small boys, which must be able to sail fairly well, with not too much detail in the equipment, and having a bright, attractive appearance, are chiefly in demand. These retails from 3s. 6d. (85 cents) for a 14½-inch deck 3½-inch beam, cut from the solid, up to 15s. (\$3.65) for a 23-inch deck 5½-inch beam, hollow hull and weighted keel. Special racing yachts in lengths from 18 inches to 36 inches, and rigged with from two to four sails, are being sold for 17s. 6d. (\$4.25) for the smallest up to 145s. (\$35.27) for the largest, which is about 36 inches long and equipped with four sails and hollow hull. This trade is carried on largely through shops specializing in models of various kinds; the toy departments of the departmental stores in the main do not carry stocks. The making in large lots is in the hands of one or two well-known British firms. Certain types are also imported from Germany. There is also some business in boats made by individuals who retail them direct. For men who belong to model yacht clubs boats are one metre and upwards in length. Exact detail and fine workmanship characterize the boats of this class, many of which are owner-built. One firm of model sail-boat manufacturers in this district stated that they sold less than four such boats a year. The last type of sailing boat being sold is that made to the scale of famous sailing vessels. While there is a demand for these, the price is so high that few of them are sold through shops, craftsmen dealing direct with purchasers.

Firms interested in this trade should advertise in such periodicals as the *Model Yachtsman*, which is published at Golden House, Great Pulteney street, London, W. 1.

MARKET FOR VEGETABLE PARCHMENT IN THE IRISH FREE STATE

JOHN H. ENGLISH, CANADIAN TRADE COMMISSIONER

Dublin, March 5, 1930.—A demand exists in the Irish Free State for vegetable parchment paper as a result of Government regulations regarding the use of this product in the packing of butter for export. The export butter trade of the Irish Free State is one of prime importance to the country. Shipments, chiefly to England, during the past year totalled over 560,482 cwt., having a value of £4,554,855. It is evident therefore that a substantial market exists for vegetable parchment, although from investigations it would appear that it is not possible for Canadian manufacturers to compete successfully at present with most European producers.

In accordance with the Irish Free State Government's policy to raise the standard of the Saorstát's agricultural products, so as to create an increased demand for them in foreign markets, rigorous regulations are enforced with regard to the packing for export of all dairy products, with a view to ensuring their arrival in the countries to which they are consigned in a satisfactory condition. Under the Dairy Products Act Regulations of 1925, all butter for export must be packed in vegetable parchment paper, and as butter is one of the Saorstát's chief exports, it is obvious that there is a fair demand, and probably an increasing one, for this type of paper.

At the present time supplies come from Continental countries, chiefly Germany and Belgium, and to a lesser extent from Sweden, Holland, France, Nor-

way and Finland. While it is not possible to give accurate import figures owing to the fact that the official trade returns class together as one item both vegetable parchment and greaseproof paper, it is estimated unofficially that imports exceed 500,000 pounds per annum. Classing both greaseproof and vegetable parchment paper together, the following table shows the value of imports from various sources during the past three years:—

Country	1927	1928	1929
Total imports.. . . . .cwt.	19,652	21,403	24,949
£	43,994	46,127	48,196
Great Britain* .. . . .cwt.	5,874	5,998	6,466
£	15,393	15,860	14,595
Northern Ireland .. . . .cwt.	134	193	303
£	367	455	727
Germany .. . . .cwt.	3,558	6,145	7,074
£	6,383	12,341	13,558
Belgium .. . . .cwt.	4,993	3,415	4,347
£	12,344	7,763	8,873

* Principally re-exports.

SPECIFICATIONS

According to the regulations laid down by the Government, the vegetable parchment paper to be used for lining butter boxes and wrapping butter for export must be white in colour and free from any weighting material such as gums or sugars, etc. The texture must be even and free from blotches, pin-holes, particles of metal and untreated material, and must be such that, when torn, there is no appearance of fibres on the torn edges.

For lining bulk packages the vegetable parchment must weigh not less than 25 pounds per ream of 480 sheets, measuring 30 by 20 inches each, while for wrapping rolls, bricks and prints, the vegetable parchment paper must weigh not less than 18 pounds per ream of 480 sheets of the same measurements.

PRICES

The prices quoted currently for vegetable parchment paper of the above specifications range from £46 (\$223.85) to £48 (\$233.59) per ton of 2,240 pounds c.i.f. Dublin. The usual sizes imported are 20 by 30 inches double crown, of a substance of 18 pounds per ream of 480 sheets. Weights of 20, 22 and heavier are sometimes required, but are not as common. It is understood that orders are usually placed during October and November for the spring trade.

COMPETITION

The vegetable parchment paper business is highly competitive in the Irish Free State, and unusually fine prices are quoted by Belgian and other Continental producers. There is some doubt whether Canadian manufacturers could compete on the present basis, but if they are in a position to develop a parchment which will comply with Government standards and at the same time be guaranteed free from mould spores, etc., good sales should be possible.

Samples of Belgian vegetable parchment paper at present being sold in the Irish Free State are on file at the Department of Trade and Commerce, and may be inspected by interested Canadian manufacturers. (Quote file 28001.)

MARKET FOR ORANGE BOXES IN BRITISH SOUTH AFRICA

J. L. MUTTER, ASSISTANT TRADE COMMISSIONER.

Cape Town, February 14, 1930.—On more than one occasion in the past this office has reported the desire on the part of citrus fruit growers of British South Africa to secure their requirements of fruit wraps and box shooks from Canada, in order that their product may be an "All-Empire" one. Up to the present, either because of nonconformity to specifications, non-competitiveness, or because of the demands of the domestic market, Canadian box shooks have not

established themselves in this territory. Nevertheless, in view of further inquiries for the Canadian product, it seems worth while restating the position.

Provided that shooks can be supplied manufactured exactly to the standard specification, at a price and of a quality which will compare favourably with those imported from foreign sources (chiefly Scandinavian), there is every prospect of business resulting. One of the co-operative exchanges, numbering among its members growers whose annual requirements run as high as from 150,000 to 200,000 boxes per annum, has expressed a definite wish to place a share of its business with Canadian manufacturers, and requests samples, together with the offer of sufficient wood for 100 boxes, subject to the samples being approved. The cost of such experimental consignment would appear to be a secondary consideration from the manufacturer's standpoint, in view of the possibility of large orders resulting from such a test.

Competitive prices for standard boxes (ends branded with the grower's mark), including a 2 per cent selling commission, range from 1s. 1½d to 1s. 1¾d. per box c.i.f. Cape Town, and from 1s. 1½d. to 1s. 2d. per box c.i.f. Durban and Beira. Specifications for the standard citrus export box and grove box are on file at the Department of Trade and Commerce, Ottawa, and may be obtained by interested Canadian firms on application.

The necessity for close conformity to the specification is made evident by recent reports submitted by growers who have had an opportunity of comparing certain Canadian boxes with those of Swedish origin. The Canadian package, on account of its reddish tint, was not considered to be nearly as attractive as the white wood box. From a handling point of view, the Canadian case was unsatisfactory because of its rough finish, and the number of dangerous splinters found on both inside and outside surfaces. The sharp edges of the side boards in the Canadian case were criticized because of the bruising they would cause, whereas the bevelled inner edges of the Swedish boxes were favourably commented upon. The opinion was expressed that the hard, brittle nature of the red wood used in the Canadian box would result in an excessive number of breakages and "slacks." Finally, the Canadian article averaged 11 pounds in weight as against 10 pounds for the Swedish box—a point not to be overlooked in considering comparative freight costs when shipped containing fruit.

The attention of Canadian manufacturers is drawn to these criticisms in the event that some of them may wish to investigate further the possibilities of a market which promises rapid development. Interested firms are invited to communicate with this office, supplying samples and complete information.

RADIO IN INDIA

RICHARD GREW, CANADIAN TRADE COMMISSIONER

Calcutta, February 13, 1930.—After conducting operations over a period of about two and a half years, it has recently been decided by the only broadcasting company of any size in India to go into voluntary liquidation. Previous to the formation of this company, broadcasting had been carried on in a very small way by entirely amateur effort on low powers, and it appears that once again radio enthusiasts will be forced to content themselves with very mediocre unregulated and amateur programs.

The announcement, just prior to the opening of the first broadcasting station in Bombay, which was later followed by a similar station in Calcutta, that it would be possible to listen to full programs transmitted by stations 120 times as powerful as the largest amateur station, was expected to produce almost instant enthusiasm in the minds of many hitherto potential listeners. Unfortunately, however, the anticipations of the supporters of the broadcasting in India were not realized and at no time has the project met with success.

It is to be regretted that India should be the first and only country in the world to close down its broadcasting after it had once been started in a serious way. That broadcasting is an extremely important part of present-day life is demonstrated in almost every other country in the world.

Despite the fact that the development of broadcasting has made tremendous strides during the past seven years in practically all countries, the attempt in India has proved a failure. Various theories have been put forward during the time that high-powered broadcasting was being done in this country to explain the lack of interest on the part of listeners-in, and there is no doubt that many different factors have contributed to the failure.

The most obvious reason is the fact that people would not purchase licences but simply operated receivers. It was hoped that the expenses of broadcasting would be chiefly met from the income derived from these licences, but up to the present time only 9,000 licences have been issued in India. The broadcasting company was to receive Rs.8 for each licence issued, which means that their total revenue from item item amounted to Rs.72,000, or about \$26,000 Canadian currency. When it is remembered that this revenue was expected to be the principal income, and the operating expenses for the two stations amounted to roughly Rs.34,000 per month or a little more than half the total income derived during the two and a half years the company was operating, it is easily seen that the losses involved were considerable. In fact, expenditure exceeded income by more than Rs.200,000 annually.

Another reason for the failure of the project was the difficulty of arranging suitable programs. There are a great number of different dialects spoken in India, and it was found practically impossible to make up a program that would suit the multitude of Indian tastes and dialects. There was also the problem as to what extent European programs should be given, and this point has never been definitely settled. In addition to the above difficulties, the common trouble of wireless reception in all tropical countries—that of interference caused by atmospheric influence—was very evident.

A further cause for the present situation may be traced to the lethargic manner in which the wireless trade and dealers have dealt with what would appear to be their chief source of income. They have refused to co-operate to the extent of insisting on purchasers of radio goods first producing their licences. They have refused to fix prices, and preferred if possible to undercut their competitors. They have in no way combined to give demonstrations of what could be expected from wireless receivers; and it must be remembered that potential licence holders in this country have practically always to be taught and shown the advantages and uses of wireless, and, in a number of cases, even told what it is.

The outlook for radio business in India is far from promising for the next year at least, but it is hoped that public support may be forthcoming and that broadcasting will continue in this country.

BELGIUM TO PROHIBIT IMPORTATION OF MUSKRATS

Mr. Jean J. Guay, Canadian Trade Commissioner at Brussels, Belgium, writes, under date of February 26, that a bill has been presented to the Belgian Parliament prohibiting the importation of muskrats into Belgium. The motive assigned for this proposed measure is that muskrats carry disease, destroy crops, and cause damage to buildings by their burrowing. Muskrats now in the country will be exterminated.

The proposed law will affect only muskrats, and will not apply to silver foxes, mink, skunk, or other fur-bearing animals.

BRITISH INDUSTRIES FAIR (BIRMINGHAM), 1930

DOUGLAS S. COLE, CANADIAN TRADE COMMISSIONER

Bristol, February 26, 1930.—The eleventh British Industries Fair (Birmingham) is again being held at Castle Bromwich. It opened on February 17 and closes on February 28. It is the largest exhibition of manufactured goods under one roof in the world. The Birmingham section is exclusively confined to manufactured goods; the number of exhibitors has grown from 400 in 1926 to 1,000 in 1930. The floor space covers over twelve acres and the buildings are over a third of a mile in length. Visitors to the fair are thus enabled without leaving the building to inspect the whole range of exhibits.

The people of Great Britain have come to realize to an increasing extent that the fair is a great national institution of the utmost value in the promotion of the commerce and industry of the country. Only British goods—in the widest sense of that word—are on display.

The British Industries Fair is strictly a "trade" fair. Only wholesale and trade buyers are catered for: retail selling is not its object. Under certain restrictive conditions the general public may at times be admitted.

RANGE OF EXHIBITS

Details of various groups of commodities are as follows:—

Group I.—Hardware, Ironmongery and Brassfoundry.

(a) Military, naval, cabinet, domestic and general brassfoundry. General hardware, safes, locks, hinges, handles, bolts, springs, staples, nails. Sheet metal work, cash and deed boxes, trunks and metal furniture of all descriptions. Hearth furniture. General hollowware, copper and bronze goods (excluding fancy goods). General wire work and wire goods. Domestic washing and labour-saving appliances, knife-cleaning machines, etc. Household woodware, string cord and twine. Preserving bottles and jars.

(b) Farm and Garden Equipment.—Dairy utensils, milk separators, churns, cowhouse equipment, poultry equipment, stable fittings and appointments, harness, cart gear. Farm and garden tools and furniture, barrows, ladders, sprayers, lawn mowers and rollers. Wire netting and fencing. Guns and ammunition.

Group II.—General Heating and Cooking (mainly by solid fuel).

Stoves, ranges, boilers, grates, fireplaces, mantels and surrounds of all descriptions, tiles, etc. Baths (also in Group 4).

Group III.—Gas.

Manufacture and Distribution.—Retorts and carbonizing plant; exhausters; scrubbers, washers and purifiers; holders, governors and station meters; coke screening plant; pyrometers; gauges, recorders, laboratory equipment; paints and jointing material. Boosters; valves; meters.

Utilization.—Gas engines; industrial furnaces and heating appliances; cocks, governors and fittings; street lamps, lighting burners and mantles; fires, cookers, water heaters and domestic appliances.

Group IV.—Building and Decoration, Public Works and Roads.

(a) Building and Decoration.—Bricks, tiles, terra-cotta, slates, chimneys, drain pipes. Timber, joinery, mouldings. Castings, rainwater and soil goods. Plumbers' brassfoundry (also in Group I). Cisterns and tanks (also in Group I). Lead goods. Wrought iron, art metalwork and steel equipment. Builders' ironmongery (also in Group I). Central heating and ventilation. Sanitary water supply, bathroom fittings (also in Group II). Decorators' materials, paints, distempers, varnishes, wallpapers.

(b) Public Works and Roads.—Portable compressors, drills, excavators, trench pumps, stone breakers, screens, rollers, concrete mixers, tar boilers and sprayers. Pipes, culverts, manhole and drain covers, kerbs, pavings. Cement, road metal, asphalt, tar, signposts. Sewage and refuse disposal plants. Structural steel, ferro-concrete, hoists, derricks, cranes, lifts. Roofs and roofing materials.

Group V.—Metals (Ore and Semi-manufactured, excluding Precious Metals).

All kinds of ferrous and non-ferrous metals and alloys, iron and steel bars, angles, tees and sections, plates, sheets, hoops, castings, forgings, stampings, pressings, wire, rods, tubes and fittings, stainless metals and tool steels.

Group VI.—Transport.

- (a) Railways.—Engines, rolling stock and all equipment.
- (b) Motors.—Motors, motor lorries, tractors, cycles, and all accessories.
- (c) Aircraft.

Group VII.—Mining.

Mining, colliery and quarrying machinery and equipment. Also oilfield equipment.

Group VIII.—Engineering.

- (a) Steel and ironworks equipment.
- (b) Mechanical handling of materials.
- (c) Power Generation (prime-movers).—Water turbines, steam boilers; steam, gas and oil engines, and all associate equipment; including industrial filters.
- (d) Machine tools and accessories for metal, wood, etc.
- (e) Plant for industrial processes, cement, rubber, textiles, paper, leather footwear, laundries, foodstuffs, brewing, distilling, etc.
- (f) Chemical plant of all descriptions.
- (g) Scientific instruments.

Group IX.—Electricity.

Generation and Transmission.—Generators, motors, transformers, rectifiers, condensers, accumulators, switchgear, cables, meters and all accessories.

Use.—Industrial and domestic applications for heating, cooking, lighting and power and all accessories. Telephone and telegraph apparatus.

Group X.—Services.

Export journals, trade journals, transport services, publicity services, trade organizations, industrial welfare associations, packing materials and cardboard boxes for all trades represented in the Birmingham section of the fair.

CREDIT INSURANCE FOR EXPORT TRADE

On behalf of the British Government, the Export Credits Guarantee Department is authorized to guarantee, up to 75 per cent of their face value, sterling bills of exchange drawn in connection with the export of British goods. The guarantee is unconditional and covers all risks. Payment is made immediately on default. Bills so guaranteed can be discounted at fine rates. The guarantee is usually given by means of floating contracts under which the exporter can obtain forward cover for shipments to a number of approved customers over a period of six months. A special contract indemnifying the exporter or his bank facilitates the discounting of bills covered by the department's guarantee.

CANADIAN SECTION

The Canadian section covers 3,200 square feet, and contains a number of classes of Canadian manufactured goods. The erection of the section was carried out by the Canadian Exhibition Commission, and during the course of the fair the section is in charge of the Canadian Trade Commissioner at Bristol and his assistant. The following were the Canadian exhibitors:—

Beatty Bros., Ltd., Fergus, Ont.	Washing machines
Ruddy Manufacturing Co., Ltd., Brantford, Ont.	Refrigerators
Brantford Washing Machine Co., Ltd., Brantford, Ont.	Washing machines
Building Products, Ltd., Montreal, Que.	Building board
Canadian National Railways.	
Canadian Pacific Railway Company.	
Hoover Electric Sweepers, Hoover Ltd., Hamilton, Ont.	Vacuum cleaners
Moffats Ltd., Weston, Ont.	Electric ranges
Ten Test Fibre Board Co. (1929), Ltd.	Insulating material
J. H. Connor & Son Ltd., Ottawa	Washing machines
Tudhope Metal Specialties Ltd., Orillia, Ont.	Electric ranges

INCREASED USE OF ELECTRIC APPLIANCES

A glance at the stands of the Canadian section indicates the great development which has taken place during recent years in the Dominion in the use of electrical household devices, largely owing to the availability of cheap hydro-electric power.

England is rapidly becoming electrified, and a great scheme is gradually coming into being under which the whole of the country is split up into districts and supplied with power from central stations. In time voltages are to be standardized at 230.

The United Kingdom is still in its infancy in so far as the use of electrical power for domestic purposes is concerned. The city of Bristol may be taken as an illustration of one of the obstacles to development. For a number of years past voltages of 105 and 210 have been in use. This has meant that a removal from one part of the city to the other might involve the rewiring of all the electric equipment such as grills, vacuum cleaners, electric toasters, and even curling irons, to suit the change in voltage. With standardization, however, this trouble will disappear, with a resultant enormously increased market for the sale of electrical goods.

FOREIGN BUYERS

Each year an increasing number of foreign buyers visit the Birmingham show, and it is becoming well-known that the British Industries Fair and the Leipzig Fair are being linked up year by year with increasing certainty by many buyers. A later report will deal with trade results, foreign visitors, and special features of the fair.

CATALOGUES IN THREE LANGUAGES

In order to advertise the fair, the British Government again agreed to spend a sum of money not exceeding \$125,000 on publicity at home and overseas for the 1930 fair. This publicity covers both the London and Birmingham section of the fair, and the Birmingham Council have again co-operated with the Department of Overseas Trade in an extended propaganda campaign.

The catalogue for the Birmingham section, which extends to 215 pages, is printed in three languages and is of great use to buyers. The publication is extremely useful as a work of reference and circulates widely, being used by the Board of Trade and all diplomatic, consular, and commissioner offices overseas. An advance edition of some 35,000 copies has been distributed to prospective visitors.

A small supply of these catalogues has been forwarded to Ottawa, and may be obtained by Canadian firms on request to the Department of Trade and Commerce, Ottawa (quoting file No. 27416).

GENERAL SITUATION IN SWEDEN IN 1929

FREDERICK H. PALMER, CANADIAN TRADE COMMISSIONER

Oslo, February 24, 1930.—There are many reasons why Sweden occupies an important place among the northern countries. It enjoys a diversity of natural resources which is denied to the others. The outstanding deficiency is coal—a deficiency the effects of which, however, are now largely minimized by large-scale hydro-electric developments.

Sweden is one of the few "lending" countries, and the critical financial situation which developed in the United States during the autumn of 1929 naturally affected Sweden. However, the prompt action taken by her bankers prevented serious difficulties, and security values were not seriously depressed.

The budget for the State for the fiscal year 1928-29, amounting to 744,-700,000 kr., or approximately \$201,069,000, balanced.

BANKING AND FINANCE

It has already been noted that Sweden is a lending country, and that it was greatly interested in the New York stock market crisis. These facts made for certain small fluctuations in the value of the Swedish krone, there being a marked depression in October, when an unusual volume of dollars was offered coupled with a considerable demand for Swedish securities from abroad.

The currency situation remained favourable throughout the year, although the note circulation was consistently above the levels of 1928. This increase has been attributed to greater industrial activity and a consequent increase in turnover. To meet local needs the Riksbank was required to import gold, but at the same time an increase in its gold reserve was made.

With respect to the joint-stock banks, their currency reserves were also at higher levels than in 1928, but with a less difference than was the case with the Riksbank. Deposits seem to be at the same level as in the previous year, although advances showed a tendency to rise. Rediscouinting at the Riksbank, especially during the autumn, was rather considerable.

MONEY MARKET

As there is no doubt that Sweden is the strongest of the three Scandinavian countries financially, it may be of interest to follow the changes which were made in the interest rates during 1929.

When, on September 26, the Bank of England raised its bank rate by 1 per cent to $6\frac{1}{2}$, Sveriges Riksbank immediately raised the Swedish discount rate from $4\frac{1}{2}$ to $5\frac{1}{2}$ per cent. The commercial banks accordingly raised their discount rate for bills and also—like the Riksbank—the interest rates for Government mortgage bank and municipal bonds likewise by 1 per cent; other interest rates, both on advances and on deposits—with the exception of interest on savings account—were raised by $\frac{1}{2}$ per cent. The reduction effected in the London bank rate on October 31 and November 21, by $\frac{1}{2}$ per cent on each occasion, was followed by no corresponding step on the part of the Riksbank. When, however, the Bank of England, on December 12, for the third time lowered its bank rate by $\frac{1}{2}$ per cent to 5 per cent, the Riksbank lowered its rate by $\frac{1}{2}$ per cent also to 5 per cent. The Riksbank's other interest rates remain for the present unchanged. The commercial banks similarly lowered their discount rate without disturbing the other interest rates. As from January 1, 1930, the rate was again lowered to $4\frac{1}{2}$ per cent.

AGRICULTURE

The harvest in Sweden during 1929 was somewhat above the average, but compared with 1928 only the crop of hay from cultivated land shows an increase—one of nearly 500,000 tons. The following table compares the crops of 1928 and 1929:—

	1929 Tons	1928 Tons
Autumn wheat	456,800	466,000
Autumn rye	52,800	55,400
Spring wheat	406,100	425,700
Spring rye	9,800	10,000
Barley	235,200	212,100
Oats	1,193,100	1,207,500
Potatoes	1,672,400	1,836,200
Sugar-beet	659,000	1,096,000
Hay from cultivated land	5,238,000	4,738,300
Meadow hay	496,400	542,100

Swedish agriculture has long been suffering from the conditions prevailing on the world's grain market, the prices of agricultural produce comparing unfavourably with those of industry and its products. This tendency has been especially marked during the late summer and autumn months. With a view to investigating these conditions and recommending suitable measures for improving the situation, the Government last July appointed a committee of experts, which has just submitted certain proposals for supporting the Swedish grain market. These include not only measures calculated to bring about a gradual improvement, but others to come into immediate effect. Among the former are the establishment of granaries and the organization of the grain trade; and Government credits and the purchase of grain each autumn in support of the market. The latter measures have to do with the compulsory admixture of a certain amount of Swedish grain or Swedish flour, in conjunction with the control of flour imports on such a scale that the home-grown grain will be fully absorbed by the market. The committee intends to submit further recommendations at a later date.

INDUSTRY

Timber.—Good sales were recorded during the autumn months and shipments have been unusually heavy. It has been estimated that sales during the year totalled about 1,150,000 standards—about 100,000 standards more than in 1928. Exports were considerably larger than in any of the previous four years, and if they did not exceed, they closely approached pre-war levels. Since Finland and Sweden together supply about 60 per cent of all the timber of northern Europe, consideration is being given to a policy of restriction of production, and in that way possibly to stabilize prices.

This winter is most unusual, there being almost a total absence of snow and frost. These unfavourable winter conditions have prevented the transportation of timber from the forests, but the disturbing effect of this phenomenon will not be felt until 1931.

Pulp and Paper.—From the following table of the exports of pulp for the first eleven months of the year it will be seen that these exports have reached new high levels. After September the situation in the United States affected sales of mechanical pulp, and those of sulphate and of bleached pulp also declined somewhat. During November some large sales of the latter were effected, but at reduced prices. The stock of orders for chemical pulp remains considerable.

Jan.-Nov.	Mechanical Pulp	Sulphite	Sulphate	Total
	(Estimated Air-Dry Weight in 1,000 Tons)			
1913	168.2	497.5	84.8	750.5
1925	199.8	646.0	216.0	1,061.8
1926	190.9	656.5	272.9	1,120.3
1927	221.9	698.8	292.4	1,213.1
1928	240.9	589.5	283.4	1,112.8
1929	302.4	834.0	439.5	1,575.9

Among paper-makers 1929 was free of labour disputes, but difficulties were experienced in marketing some lines. The wrapping paper division entered 1929 rather hopefully, with the mills operating at a high productive scale and with sales at good prices. Uncertainty in England, Sweden's largest market for wrapping paper, resulted in declining sales towards the autumn, although prices were maintained through an agreement with the sulphite paper mills. Internal competition had a weakening effect on prices, but the year closed with more interest being shown.

Note should be made of the formation during the year of a new holding company which was organized to relieve part of the internal pressure. This company merged ten large timber and paper companies into one group with a combined new capital of about \$13,400,000. The former total capitalization was

about \$23,048,000, with resources worth \$86,000,000. This amalgamation is of importance as it represents the first successful attempt to attack the problem from the inside—the problem of fitting production to market conditions and prices.

The greaseproof paper manufacturers continued to enjoy the fruits of that strong co-operative spirit which permeates all firms engaged in this section in all the producing countries.

The newsprint manufacturers are all influenced by the situation in North America. It is generally admitted that the English market no longer exercises the influence it formerly did. In the Swedish industry it is felt that the only thing they can do is to meet the competition, since until the demand reaches the point where it can readily absorb the total production of the world, it is difficult to attempt to discuss ways and means of stabilizing prices.

Towards the end of the year the agreement between the employers and the workers in the Swedish paper industry was denounced. This agreement, which affects some forty mills and 14,000 employees, would have expired on January 31, 1930, and although negotiations were in progress during December, no settlement was in sight.

Iron and Steel.—Although 1927 was a record year for mining in Sweden, mining of ore during 1929 proceeded at an even faster rate. Efforts have recently been made to place this and the steel industry on a modern scientific basis, and it is felt that these endeavours were responsible for the large increase in output of iron and steel during the late autumn.

The engineering industry has done especially well during 1929. The shipyards were working at full capacity with a comfortable supply of orders on hand. This situation also obtains in some sections of the electrical engineering branch.

EMPLOYMENT

During 1929 business activity in Sweden reached new high levels in many branches. Some branches of home industries, such as the cotton mills, tanneries, and shoe factories, complained during the summer of poor sales, but signs of increased activity were noticeable during the latter months of the year. An increased importation of coal and other indications that Swedish industries were well occupied in 1929 show that there was a greater and more general demand for labour with the result that unemployment was steadily reduced throughout the year. Notices were given to terminate the various agreements between employers and employees on December 31 in the following industries: iron works, tanneries, railways, chocolate, lithographic printing, and boot and shoes factories. The labour agreements in many commercial firms were also terminated. However, no stoppages in production have resulted and work continues while negotiations proceed. About 75,000 employees are affected.

COST OF LIVING

Authorities seem to be in agreement that Sweden is in for a period of declining prices, as a result of the trade decline consequent on the money market difficulties in New York and London. The wholesale price index in 1929 for raw materials for producers experienced a brief recovery in June and July, but since then it has displayed a marked downward tendency. This downward movement acquired considerable momentum during the autumn: the decline in this index since July was from 133 to 126. The general index declined irregularly from 145.4 in December, 1928, to 137.4 at the close of 1929.

Main Groups	1929 Mill. Kroner	1928 Mill. Kroner
Live animals (excluding fish, etc.)	88	85
Meat and other packing-house products	513	482
Butter, cream, milk and cheese	526	507
Eggs	84	84
Fish, shellfish, etc. (excluding preserves)	24	26
Fats, preserves and other foods	21	22
Grain, not ground	13	16
Seed for planting	9	10
Manufactured textiles, articles of clothing, etc.	13	10
Raw hides, feathers, etc.	29	36
Products of the oil industry	57	57
Cement, flint, cryolite, etc.	24	26
Iron and metal products	29	30
Machinery, automobiles, etc.	85	60
Ships	37	34
All other goods	58	60

The exports of animal products—the first four groups in the above table—for the year 1929 totalled 1,211 million kroner as compared with 1,158 million kroner in 1928, showing an increase of 53 million kroner, mainly due to the increased exports of packing house products and dairy products.

Compared with these figures, the exports of other agricultural products are very small, and in this connection it may be mentioned that the exports of grain, seed, skins, hides, etc., showed a slight decrease in 1929 as compared with 1928.

In judging the value of the goods exported due consideration must be given to the fact that the prices of the various products may vary from year to year. It is significant that the price of butter has been somewhat lower in 1929 than in 1928, while the price of packing-house products has risen. The fall in the price of butter has been more than counterbalanced by the increase in the amount exported, while the rise in the price of packing-house products has more than made up for the decrease in the amount exported.

Main Groups	1929 1,000 Head	1928 1,000 Head
Horses	3.3	5.9
Cattle	262.1	247.0
Pigs	51.0	44.5
	Mill. Kg.	Mill. Kg.
Pork	248.9	272.2
Beef and veal (fresh)	4.7	2.6
Butter (in ordinary packing)	159.0	146.7
Cheese	6.6	6.1
Condensed milk and cream	25.3	24.3
	Mill Score	Mill. Score
Eggs	39.3	39.4
	Mill. Kg.	Mill. Kg.
Grain, not ground	79.3	78.9
Rye meal	5.7	5.9
Hides and skins, not dressed	12.6	13.0
Animal oils, etc.	10.9	8.2
Cocoanut oil	19.4	15.2
Soy oil	19.8	21.1
Oil cakes	14.2	14.4
Portland cement	465.4	500.7

Most of the exports of pork go to Great Britain. The total export of eggs was about the same for both 1928 and 1929—namely about 39,000,000 score; but of this amount a greater percentage went to Great Britain in 1929 than in the previous year.

The value of the exports of manufactured textiles, articles of clothing, ships, machinery, automobiles, etc., showed a decided increase in 1929 as compared with 1928, especially in the last-named group. The value of the exports of oil products remained unchanged during the last two years at 57 million kroner, the decrease in the shipments of soy oil being balanced by a consider-

able increase in the exports of cocoanut oil. The exports of the group including cement, flint, cryolite, etc., decreased from 26 million kroner in 1928 to 24 million kroner in 1929; by weight the amount of cement exported in 1929 was 465 million kilograms as compared with 501 million kilograms in 1928.

The following table shows the trade of Denmark with various countries during the years 1929 and 1928:—

Countries	1929		1928	
	Total	Total	Total	Total
	Imports 1,000 Kr.	Exports 1,000 Kr.	Imports 1,000 Kr.	Exports 1,000 Kr.
Germany	587,680	339,651	566,548	342,263
Great Britain and Ireland	263,167	962,023	240,238	918,607
Norway	38,242	66,222	28,215	68,367
Sweden	123,333	108,979	108,968	107,570
Finland	15,319	29,145	14,630	29,003
Russia	36,311	5,239	24,858	3,524
Poland and Danzig	35,252	15,787	26,901	20,221
Czechoslovakia	18,017	4,566	17,351	3,288
Holland	72,729	12,159	70,647	13,039
Belgium	42,600	7,835	42,635	4,445
France	68,980	11,776	64,333	12,361
Switzerland	13,769	15,174	13,440	17,023
Italy	13,331	8,373	12,485	8,304
United States	239,046	18,541	227,061	9,920
Other countries	224,522	101,632	277,637	98,781

The imports from Germany, Norway, Sweden, Russia, Poland and Danzig, Holland, and France show a considerable increase, while the exports to these countries did not show a corresponding increase. In fact, the exports to several of these countries showed a slight decrease, while the exports to Great Britain showed a greater increase than the imports from this country. The increased imports from Britain were, however, sufficiently large to raise her share in the total imports of Denmark from 13.8 to 14.7 per cent. The imports from the United States showed an increase of 12 million kroner, mainly due to the increased shipments of automobiles; while, on the other hand, the exports showed an increase of 9 million kroner as a result of the great number of ships delivered to the United States from the Danish shipyards.

The rise in the imports from England were mainly due to the increased shipments of coal and oil, as well as of British industrial goods, chiefly from the iron and metal industries. The increase in the exports to Great Britain may be said to be due partly to the rise in the exports of agricultural products of animal origin, and partly to the increased exports of ships, machinery, etc.

IMPORTS

The following table indicates the amount of grain, flour, oil cakes, etc., imported by Denmark during the last two years:—

	1929	1928
	Mill. Kg.	Mill. Kg.
Rye and wheat	524.1	419.9
Barley and oats	91.9	80.4
Maize	181.7	627.4
Flour	65.3	77.7
Oil cakes and oil meal	803.2	718.8

While the imports of rye and wheat have increased steadily during the last few years, the imports of maize have shown a decline owing to the large crops of 1928 and 1929. The total imports of oil cakes decreased somewhat in 1928, but showed an increase again in 1929, although certain kinds of oil cakes, especially peanut cakes, have been imported in constantly increasing quantities during the last three years.

For several years the imports of flour increased steadily, but in 1929 these imports began to show a decline, especially as regards flour imported from Canada, while the imports from Sweden, the United States, and other countries showed only a slight decrease.

The value of the imports of fruit and colonial goods totalled 134 million kroner in 1929, as compared with 146 million kroner in 1928. While the import values may vary considerably on account of the fluctuations in prices, the quantities of the various kinds of colonial goods imported have remained fairly constant from year to year, with the exception of sugar, the imports of which have shown remarkable variations during the last six years. From the year 1923, when 64.9 million kilograms of sugar were imported into Denmark, the imports decreased rapidly from year to year until they reached the level of 11.5 million kilograms in 1927, but in 1928 and 1929 the sugar imports again rose to 40 million kilograms per year.

The value of the imports of mineral fuel totalled 119 million kroner in 1929 as compared with 91 million kroner in 1928. This considerable increase is partly due to increased importation and partly to the rising price of coal.

The table given below shows the imports of certain industrial raw materials and finished products during the last two years:—

	1929 Mill. Kg.	1928 Mill. Kg.
Sheep's wool	1.6	1.2
Cotton	5.2	4.7
Thread, woollen	1.5	1.5
Thread, cotton	2.7	1.9
Piece goods, woollen	2.6	2.3
Piece goods, vegetable	6.4	5.4
Hides of cattle, not cured	6.5	6.1
Leather and cured skins	1.3	1.1
Footwear	0.7	0.7
Rubber, manufactured	3.8	3.7
	1,000 Cub. M.	1,000 Cub. M.
Timber, planed boards, etc., of fir or pine	986.4	866.3
	Mill. Kg.	Mill. Kg.
Wood-pulp	72.7	68.4
Paper, ordinary without colour	18.6	17.9
Crude iron	53.2	46.4
Structural iron, iron bars	138.9	103.6
Black iron plates	89.5	62.8

The import of nearly all these articles has increased during the past three years, especially of timber and partly manufactured goods for the iron industry. Imports of raw materials as well as of thread and piece goods showed a slight increase, and the same is the case with the various articles used in the rubber and paper industries.

The following table shows the imports and exports of automobiles during the years 1928 and 1929:—

	1929	1928
Imports—		
Complete automobiles	3,811	4,903
In parts for assembling	28,044	13,346
Exports—		
Assembled of imported parts	14,683	9,303

It will be noted that the imports of complete automobiles showed a marked decrease in 1929 as opposed to the imports of automobiles in parts, which were more than doubled in 1929 as compared with 1928. The figures show that the exports of automobiles have varied practically in proportion to the imports.

EXPORTS FROM CANADA TO THE UNITED STATES OF PRINCIPAL COMMODITIES PRODUCED ON CANADIAN FARMS OR MANUFACTURED DIRECTLY FROM SUCH FARM PRODUCTS, DURING THE MONTH AND FIVE MONTHS ENDED FEBRUARY 1921, 1922, 1929 and 1930; WITH UNITED STATES TARIFF RATES IN FORCE.

(COMPILED BY THE EXTERNAL TRADE BRANCH, DOMINION BUREAU OF STATISTICS; AND THE FOREIGN TARIFFS DIVISION)

Commodities	Month of February				Five Months ended February				United States Tariff Rates in force		
	1921	1922	1929	1930	1921	1922	1929	1930	Prior to May 27, 1921	From May 27, 1921, to Sept. 21, 1922	Subsequent to Sept. 21, 1922
Animals (except for improvement of Stock)—											
Cattle.....No.	5,084	1,600	5,029	4,096	169,521	105,963	74,503	78,661	Free	30 p.c.	(a)
Horses.....No.	287,482	37,875	241,972	174,095	12,833,630	1,961,383	4,919,016	4,528,357	Free	10 p.c.	(b)
Poultry.....No.	18,091	15,448	13,601	15,010	543,875	400,579	364,292	364,292	1c. per lb.	1c. per lb.	3c. per lb.
Sheep.....No.	21,498	14,580	10,957	10,718	612,993	544,106	411,547	347,152	Free	(c)	\$2 per head
Fruits—											
Apples, green or ripe.....Bbl.	666	126	1,471	4,086	11,677	392,486	36,819	98,621	10c. bu. 50 lb.	30c. bu.	25c. bu. 50 lb.
Apples, dried.....Lb.	4,999	635	6,853	16,077	58,751	2,000,107	185,156	30,091	1c. per lb.	1c. per lb.	2c. per lb.
Berries, fresh.....									1,132,900	4c. per qt.	1½c. per lb.
Grains—											
Barley.....Bush.	3,301	6,494		10	28,823	45,897	496,570	1,107,367	1c. per lb.	1c. per lb.	1½c. per lb.
Beans.....Bush.	722	295	2,348		128	2,726	12,233	4,161	15c. bu. 48 lb.	15c. bu. 48 lb.	20c. bu. 48 lb.
Buckwheat.....Bush.	35,275	8,556	15,906	26,465	1,775	3,492	13,448	145,031	2c. lb.	Free	1½c. lb.
Oats.....Bush.	41,711	7,751	14,749	25,455	170,434	76,638	33,321	137,869	Free	Free	10c. per 100 lb.
Peas, whole.....Bush.	213,910	223,098	2,077	1,486	603,138	1,238,632	6,589	5,888	6c. bu. 32 lb.	6c. bu. 32 lb.	15c. bu. 32 lb.
Peas, split.....Bush.	123,014	107,319	1,300	1,056	380,279	750,399	16,814	13,574	10c. bu. 60 lb.	10c. bu. 60 lb.	1c. lb.
Rye.....Bush.	39,586	27,467	24,450	20,493	178,338	238,738	59,420	55,071	20c. bu. 60 lb.	20c. bu. 60 lb.	1½c. lb.
Wheat.....Bush.	19,504	3,943	455,162		277,563	78,464			Free	Free	15c. bu. 56 lb.
Wheat Flour.....	4,247,632	25,157	6,660	15	37,467,310	9,218,750	5,851,819	4,103,184	Free	35c. per bush.	42c. bu. 60 lb.
Grain Products—											
Bran, shorts and middlings.....Cwt.	60,690	1,876	316,486	550	568,565	261,086	1,695,023	296,112	(e)	(e)	(e)
Wheat Flour.....	198,712	60,936	461,362	694	1,021,409	255,798	2,451,974	428,260	Free	20 p.c.	1-04 p. 100 lb.
Meats—											
Bacon, hams, shoulders and sides.....Cwt.	639	77	2,420	1,365	1,721	558	12,858	8,632	Free	25 p.c.	2c. per lb.
Beef, fresh, chilled or frozen.....Cwt.	8,957	908	12,915	6,162	99,314	97,314	446,133	358,256	Free	2c. per lb.	95,144
Mutton and lamb, fresh, chilled or frozen.....Cwt.	118	2,642	48	53	40,073	52,411	6,350	731	Free	2c. per lb.	3c. p. lb. (g)
	2,969	48,782	1,381	1,465	1,022,836	885,633	142,946	16,825	Free	2c. per lb.	(h)

Port, fresh, chilled or frozen.....	Cwt.	312	17,842	1,999	1,624	4,467	20,226	6,075	Free	2c. per lb.	4c. per lb.
Port, dry-salted and pickled.....	Cwt.	15,271	37,024	51,772	37,024	169,336	441,710	152,130	Free	25 p.c.	2c. per lb.
Poultry, dressed or undressed.....	Lb.	13,688	5,866	5,185	4,685	9,795	13,165	16,176	Free	2c. per lb.	6c. per lb.
Other meats, including canned meats, but excluding extracts.....	Cwt.	1,244	187	6,825	2,222	9,030	27,401	20,011	Free	25 p.c.	20 p.c.
Milk and milk products—											
Butter.....	Lb.	4,660	106,004	5,300	88,127	147,917	374,943	290,779	Free	25 p.c.	20 p.c.
Cheese.....	Lb.	2,422	26,158	2,196	12	1,482,663	67,300	7,200	2½c. per lb.	6c. per lb.	12c. per lb. (i)
Cream.....	Gal.	44,428	7,909	435,900	19,400	269,750	3,113,200	1,049,600	20 p.c.	23 p.c.	(j)
Milk, fresh.....	Gal.	31,822	46,850	60,093	43,216	354,792	729,860	559,253	Free	5c. gal. (k)	30c. gal. (k) (l)
Milk condensed, including milk powder.....	Lb.	1,186,334	22,106	37,763	28,242	137,542	67,334	231,731	Free	2c. gal. (k)	3½c. gal. (k) (m)
Seeds—											
Clover seed, alsike.....	Bush.	7,735	19,842	18,510	8,985	26,278	53,267	63,332	Free	Free	4c. per lb.
Clover seed, alfalfa and red.....	Bush.	103,681	181,006	247,694	69,129	340,495	727,438	503,612	Free	Free	4c. per lb.
Clover seed, other.....	Bush.	9,596	28,418	6,397	855	9,473	16,157	1,455	Free	Free	4c. per lb.
Flaxseed.....	Bush.	43,753	22,593	35,535	503	14,724	41,907	2,082	Free	Free	(n)
Grass seed.....	Bush.	36,787	98,841	75,681	1,480	61,314	127,514	215,605	20c. bu. 56 lb.	30c. bu. 56 lb.	56c. bu. 56lb. (o)
Vegetables—											
Potatoes.....	Bush.	108,413	276,567	73,983	527,748	1,436,773	1,085,137	3,559,818	Free	Free	2c. per lb.
Sugar beets.....	Ton	72,293	187,691	31,408	698,365	1,262,488	530,450	4,277,028	Free	25c. bu. 60 lb.	50c. per 100 lb.
Turnips.....	Bush.	171,967	134,736	426,691	319,586	1,099,438	2,263,113	2,311,860	5 p.c.	5 p.c.	80c. ton 2,240 lb.
Miscellaneous Products—											
Eggs.....	Doz.	1,275	462	948	233	134,213	110,989	16,474	Free	Free	8c. per doz.
Hay.....	Ton	5,303	9,023	3,516	5,412	42,531	15,923	18,053	Free	Free	\$4 ton 2,240 lb.
Maple sugar.....	Lb.	260,360	194,920	59,590	1,380	1,167,235	2,038,422	161,853	\$2 ton 2,240 lb.	\$2 ton 2,240 lb.	\$4 ton 2,240 lb.
Tallow.....	Cwt.	2,778	16,098	9,787	8,891	276,843	481,695	139,721	3c. per lb.	3c. per lb.	4c. per lb.
Wool.....	Lb.	13,558	1,733	8,516	5,731	61,453	8,388	4,045	Free	Free	4c. per lb.
	Lb.	397,085	22,417	150,420	290,680	4,961,686	129,872	2,828,635	Free	Free	4c. per lb.
	\$	85,609	3,553	33,044	66,044	1,187,053	14,167	518,326	Free	(p)	(p)
Total value of above commodities.....	\$	11,354,631	1,478,624	2,608,507	1,725,365	119,701,345	27,052,774	22,513,697			

(a) Cattle weighing less than 1,050 pounds, 1½c. per lb.; 1,050 pounds or over, 2c. per lb. (b) Horses valued at not more than \$150 each, \$30 per head; more than \$150 each, 20 per cent; (c) Sheep, one year old or over, \$2 per head; less than one year old, \$1 per head. (d) Prior to April 6, 1924, 30c. per bush. (e) Prior to May 27, 1921, and from May 27, 1921, to September 21, 1922, free, if wheat products, but otherwise apparently 15% ad. val.; from September 21, 1922, to April 6, 1924, 15% ad. val.; subsequent to April 6, 1924, if from wheat 7½% ad. val.; if from other cereals, 15% ad. val. (f) Prior to April 6, 1924, 78c. per 100 lb. (g) Applies to particular meat in question when fresh. (h) Mutton, fresh, 2½c. per lb.; lamb, fresh, 4c. per lb. (i) Prior to April 6, 1924, 8c. per lb. (j) Cheese, 5c. per lb., but not less than 25 per cent. Cheese of Swiss or Emmenthaler type subsequent to July 8, 1927, 7½c. per pound but not less than 3½%. (k) i.e. 231 cubic inches, about equal to five-sixths of imperial gallon. (l) Prior to June 13, 1929, 2½c. gal. (m) Prior to June 13, 1929, 2½c. gal. (n) Clover seed, crimson, 1c. per lb.; white, 3c. per lb., and other, 2c. per lb. (o) Prior to June 13, 1929, 4½c. bu. 56 lb. (p) Dutiable at various rates. See Commercial Intelligence Journal No. 974, Sept. 30, 1922, pages 516-7.

TRADE OF FRANCE IN 1929

HERCULE BARRÉ, CANADIAN TRADE COMMISSIONER

Paris, February 27, 1930.—The returns of French foreign trade for the year 1929 show that the value of imports amounted to 58,284 million francs, as against 53,435 million francs in 1928, an increase of 4,849 million francs, or about 9 per cent, and that of exports to 50,072 million francs as against 51,374 million francs, a decrease of 1,302 million francs, or a little more than 2½ per cent. The increase in imports is principally due to the exceptionally large volume of raw materials and of manufactured goods imported last year, these representing an increase of 25 per cent. The decrease in exports is due principally to diminished sales of manufactured goods, these showing a regression of 623,000,000 francs in comparison with 1928. Food products and raw materials also contributed to the adverse balance by 173,000,000 and 506,000,000 respectively.

In tonnage, imports have increased by 10,107,000 tons (2½ per cent), and exports show a decrease of 1,237,000 tons, or 3 per cent as compared with last year's figures.

The values of imports and exports for the year 1929 in comparison with 1928 are given below, together with a comparison of the tonnage covering the same period:—

FRENCH IMPORTS AND EXPORTS

Values in Thousand Francs

	Imports	1929	1928	Difference
Food products		13,178,103	12,540,524	+ 637,579
Raw materials		35,159,792	32,981,735	+ 2,178,057
Manufactured articles		9,946,729	7,913,293	+ 2,033,436
Total		58,284,624	53,435,552	+ 4,849,072
	Exports			
Food products		6,068,576	6,241,212	— 172,636
Raw materials		12,564,065	13,070,230	— 506,165
Manufactured articles		31,439,707	32,063,287	— 623,580
Total		50,072,348	51,374,729	— 1,302,381
Difference of imports over exports		8,212,276	2,060,823	6,151,453

Weights in Metric Tons

	Imports	1929	1928	Difference
Food products		6,727,758	5,824,913	+ 902,845
Raw materials		50,604,400	42,007,118	+ 8,597,282
Manufactured articles		2,115,037	1,507,376	+ 607,661
Total		59,447,195	49,339,407	+ 10,107,788
	Exports			
Food products		1,510,365	1,682,841	— 172,476
Raw materials		33,018,772	34,150,109	— 1,131,337
Manufactured articles		5,359,638	5,292,980	+ 66,658
Total		39,888,775	41,125,930	— 1,237,155
Difference of imports over exports		19,558,420	8,213,477	11,344,943

With reference to the unfavourable balance of visible exchanges of 8,212 million francs, as against one of 2,061 million francs in 1928, this is largely to be attributed to the huge stocks of imported raw materials which will be used by French industries during the coming months, which together with the invisible returns afforded by the tourist trade—the amount of which it is impossible to estimate—serve appreciably to redress the balance.

IMPORTS INTO FRANCE FROM CANADA, 1929

In calendar year 1929 imports into France from Canada reached the sum of 843,540,000 francs (\$34,972,636), as compared with 620,374,000 francs (or, at 24·12 francs to the dollar, \$75,720,015)—an increase of nearly \$9,000,000. The gain in tonnage is still greater: from 357,142 tons in 1928 to 591,385 tons in 1929. In the last decade the nearest approach to these figures was in 1927, when exports were valued at 724,289,000 francs and tonnage aggregated 398,333.

Imports into France from Canada

	Value in Francs		Weight in 1,000 Kg.	
	1928	1929	1928	1929
Hides and raw pelts	2,877,000	3,583,000	1.8	1.6
Cheese	293,000	266,000	23.6	21.3
Fish, fresh	457,000	281,000	49.3	26.6
Fish, dry, etc.	44,596,000	53,193,000	8,494.0	10,560.3
Lobster	4,658,000	5,902,000	218.7	291.4
Cereals and flour	415,564,000	591,994,000	280,800.7	474,067.5
Dry vegetables	448,000	.....	158.3	.....
Sugar	1,702,000	3,000	1,088.0	1.0
Timber	2,870,000	3,978,000	2,966.0	3,470.0
Fodder and bran	16,710,000	34,209,000	20,632.0	42,768.2
Wood pulp	35,675,000	33,041,000	17,224.0	17,933.4
Stones and earths	15,072,000	21,909,000	5,785.6	8,393.4
Mineral tar	2,166,000	.....	4,173.0	.....
Copper	20,333,000	6,451,000	2,367.6	623.0
Lead	15,934,000	15,753,000	5,823.6	5,166.0
Zinc	10,166,000	14,389,000	2,887.2	4,043.5
Nickel . . . . .	.....	3,768,000	.....	293.8
Chemicals	5,252,000	13,444,000	3,036.7	18,013.8
Earthenware china	20,000	.....	2.8	.....
Jute fabrics	274,000	455,000	76.5	190.0
Paper . . . . .	.....	.....	.....	.....
Dressed hides	200,000	4,000	1.3	.....
Pelts, dressed	535,000	244,000	0.8	0.6
Machinery	5,376,000	17,961,000	868.1	2,994.3
Spare parts	1,543,000	396,000	104.8	11.8
Tools, metal goods	383,000	645,000	25.1	40.8
Wooden goods	638,000	412,000	181.7	111.0
Boats	175,000	1,957,000	29.0	2,243.0
Rubber goods	3,387,000	3,429,000	122.7	119.4
Other goods	13,070,000	15,873,000	.....	.....
	620,374,000	843,540,000	357,142.9	591,385.7

Out of a list of thirty of the more important articles exported to France in 1929, fourteen show a substantial increase. These are: Fish, dry, canned; lobster; cereals and flour; fodder and bran; zinc; jute fabrics; tools; hides and raw pelts; rubber goods; timber; stones and earths; chemicals; machinery; and boats.

Goods on which there was a falling off, as compared with 1928, are: Cheese; sugar; copper; dressed hides; spare parts; fish, fresh; wood-pulp; lead; pelts, dressed; and wooden goods.

EXPORTS FROM FRANCE TO CANADA

The value of the exports from France to Canada for the calendar year ending December 31, 1929, was 586,399,000 francs (\$24,311,733), as compared with 674,765,000 francs (\$31,326,137) in 1928—a reduction of 88,366,000 francs or 13·09 per cent. Tonnage shows a reduction of 5,293 or 15·51 per cent. The main articles in which exports to Canada declined were: table fruits, iron and metal, fabrics, silk, liquors, glass crystals, wool, and lingerie. Articles on which exports to Canada increased included hides and raw pelts, candied fruits, biscuits, vegetables (canned), brandy and spirits, chemicals, medicines, wool yarn, pelts (dressed), cheese, wines, mineral waters, soap and perfumes, china-ware, leather goods, and boats.

CATALOGUES FOR THE ATHENS OFFICE

Mr. Henri Turcot, Trade Commissioner in Athens, urges Canadian firms who are interested in the Greek market to furnish him with catalogues, price lists, and samples when convenient. Not infrequently exporters send only one set of catalogues, but it is very desirable that they should forward five or six sets in order that some of these may be loaned to importers. Quotations should be as far as possible c.i.f. Greek ports. Samples should be perforated or cut, when this is feasible, in order to avoid paying customs duty, and if sent by parcel post it is preferable, in order to ensure prompt delivery, that they be registered.

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING MARCH 17

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending March 17, 1930, with the official bank rate. Quotations for the week ending March 10, 1930, are also given for the sake of comparison.

Country	Unit	Parity	Nominal Quotations in Montreal Week ending March 10	Nominal Quotations in Montreal Week ending March 17	Official Bank Rate
Austria	Schilling	.1407	\$.1430	\$.1426	6½
Belgium	Belga	.1390	.1399	.1392	3½
Bulgaria	Lev	.0072	.0072	.0072	10
Czechoslovakia	Krone	.....	.0297	.0296	5
Denmark	Krone	.2680	.2687	.2679	4½
Finland	Markka	.0252	.0253	.0252	7
France	Franc	.0392	.0393	.0391	3
Germany	Reichsmark	.2382	.2394	.2387	5½
Great Britain	Pound	4.8666	4.8828	4.8671	4
Greece	Drachma	.0130	.0130	.0130	9
Holland	Guilder	.4020	.4027	.4013	3½
Hungary	Pengo	.1749	.1757	.1751	6½
Italy	Lira	.0526	.0526	.0524	6½
Jugo-Slavia	Dinar	.1930	.0176	.0176	6
Norway	Krone	.2680	.2686	.2678	5
Portugal	Escudo	1.0805	.0451	.0450	8
Roumania	Leu	.0060	.0060	.0060	9
Spain	Peseta	.....	.1239	.1263	5½
Sweden	Krona	.2680	.2695	.2687	4
Switzerland	Franc	.1930	.1944	.1937	3½
United States	Dollar	1.00	1.0040	1.001	3½
Argentina	Peso (Paper)	.4244	.3790	.3754	—
Brazil	Milreis	.1196	.1142	.1151	—
Chile	Peso	.1217	.1214	.1211	6
Colombia	Peso	.9733	.9714	.9685	9
Mexico	Peso	.4985	.4763	.4986	6-7
Peru	Sol	.40	.4001	.4004	7
Venezuela	Bolivar	.1930	.1932	.1927	—
Uruguay	Peso	1.0342	.8961	.8834	—
Cuba	Peso	1.0000	.9996	1.0007	—
Java	Guilder	.4020	.4026	.4019	4½
Shanghai	Tael	.....	.4794	.4780	—
India	Ruppee	.3650	.3652	.3641	7
Japan	Yen	.4985	.4957	.4949	5.48
Siam	Baht (Tical)	.4424	.4543	.4529	—
Straits Settlements	Dollar	.5678	.5634	.5618	—
Jamaica	Pound	4.8666	4.8797	4.8678	—
Hongkong	Dollar	.....	.3750	.3764	—
British Guiana	\$	1.0000	1.01½ — 1.02½	1.00½ — 1.01½	—
Barbados	\$				
Trinidad	\$				
Other British West Indies	\$	1.0000	1.00½ — 1.02½	1.00½ — 1.01½	—
Martinique	Franc	.0392	.0393	.0391	—
Guadeloupe	Franc	.0392	.0393	.0391	—

REDUCED AUSTRALIAN DUTY ON BOX SHOOKS

Mr. C. Hartlett, office of the Trade Commissioner in Melbourne, writes under date February 20, 1930, that in the amended tariff schedule of November 22, 1929, the Commonwealth import duty under tariff item 291(J) on timber for making boxes, cut to size, and dressed or partly dressed, was raised from 6s. (\$1.46) to 14s. (\$3.41) per 100 superficial feet.

In a recently issued Customs by-law this high duty has been greatly modified in favour of the dried fruits industry, and box shooks are now permitted entry under tariff item 404 at 10 per cent ad valorem, provided security is given that such shooks will be used for packing dried fruit only and for no other commodity.

Upon exportation of dried fruits the 10 per cent duty on the shooks is refunded to the packer or shipper.

Large quantities of dried fruit boxes are annually imported from British Columbia, and as they are practically all dressed or partly dressed, the concession is therefore a valuable one to the Dominion industry.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT KINGSTON, BELLEVILLE, PETERBOROUGH, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.); AND THE MARITIME PROVINCES TRADE COMMISSION, TORONTO.

Canadian exporters should, for follow-up purposes, send a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which it emanated.

Foodstuffs

289. LARD.—Firm of commission agents in Genoa desire to import lard from Canada. Quotations c.i.f. Genoa.

290. WHEAT FLOUR.—Rotterdam agents wish to establish connections on an agency basis with Canadian flour exporters.

Miscellaneous

291. EBONITE SANITARY ARTICLES.—Italian representative desires to represent Canadian house making ebonite sanitary articles.

292. CHEMICAL PRODUCTS.—Italian representative in Milan desires to buy Canadian industrial chemical products.

293. CHEMICAL PRODUCTS.—Agent in Milan is desirous of getting into touch with Canadian exporter of chemical products for industries.

294. METALS AND MINERALS.—Agents in Milan desire to represent Canadian producer of metals and minerals.

295. RADIO SETS AND PARTS THEREOF.—Genoa firm are interested in the importation of radio sets, loud speakers, etc.

296. OFFICE FURNITURE.—A London company who import office furniture would be glad to receive offers and quotations from Canadian manufacturers of flat-top pedestal desks, tables, filing cabinets, roll front cabinets, also steel filing cabinets. Prices should be free house London.

297. SURFING BOARDS.—A London company ask to be placed in touch with Canadian manufacturers who are in a position to supply surfing boards for bathing purposes. These boards, which should be made of hardwood (preferably ash) are about 14 inches wide by between 3 feet to 4 feet 6 inches in length, rounded and turned up at the end with a small piece of wood at the bottom as a toe catch. The inquirers would order a gross at a time and require prices f.o.b. Canadian steamer for South Africa.

298. ANIMAL BODY HAIR.—A firm of buyers in Hamburg, Germany, are anxious to secure offers from Canadian exporters of animal body hair.

299. TUBES; METALS; WIRE NETTING; COOKING UTENSILS.—Commission agent in Athens wants to be put into touch with Canadian exporters of water and steam tubes, wrought metals such as iron, copper and lead, in bars and sheets, galvanized wire netting, and tinplate cooking utensils. Specifications are on file at Department.

300. REPRESENTATION.—Experienced exporter, specialist in Latin America, who was connected formerly with Hamburg concern, wishes to represent Canadian firms abroad or act as export manager in Canada.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From St. John

To AVONMOUTH, CARDIFF AND SWANSEA.—Vardulia, Anchor-Donaldson, April 12.

To GLASGOW.—Minnedosa, April 5; Melita, April 17—both Canadian Pacific; Kastalia, March 26; Letitia, April 11—both Anchor-Donaldson.

To BELFAST AND DUBLIN.—Dunaff Head, Head Line, April 9 (cargo accepted for London-derry and Cork).

To LIVERPOOL.—Duchess of Atholl, March 28 and April 25; Duchess of Richmond, April 4; Duchess of Bedford, April 11; Duchess of York, April 18—all Canadian Pacific.

To LONDON.—Beaverdale, March 28; Beaverford, April 4; Metagama, April 10; Beaverbrae, April 18—all Canadian Pacific.

To MANCHESTER.—Manchester Commerce, April 3; Manchester Division, April 17—both Manchester Line.

To SOUTHAMPTON.—Montrose, March 27 and April 23; Montclare, April 2; Montcalm, April 16—all Canadian Pacific.

To ANTWERP.—Montrose, March 27 and April 23; Metagama, April 10; Beaverbrae, April 18—all Canadian Pacific; Grey County, March 23; Brant County, April 5—both County Line.

To HAMBURG.—Montclare, April 2; Montcalm, April 16—both Canadian Pacific; Kent County, March 28; Hada County, April 16—both County-Hamburg American Line.

To HAVRE.—Grey County, March 23; Labelle County, April 17—both County Line.

To SOUTH FRANCE AND ITALIAN PORTS.—Valfiorita, March 25; Valreale, April 15—both Lloyd Mediterraneo Italian Service.

To ROTTERDAM.—Brant County, April 10; Labelle County, April 17—both County Line.

To PORT SAID, SUEZ, PORT SUDAN, DJBOUTI, ADEN, MOMBASA (KILINDINI), TANGA, DAR-ES-SALAAM, RANGOON AND CALCUTTA.—City of Durban, American and Indian SS., March 23.

To PORT SAID, KARACHI, POREBUNDER, BOMBAY, COLOMBO, MADRAS, RANGOON AND CALCUTTA.—City of Auckland, American and Indian SS., about March 26.

To SOUTH AFRICAN PORTS.—Mattawin, March 25; Calumet, April 20—both Elder-Dempster Line (also call at West African ports).

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Lady Hawkins, March 27; Lady Drake, April 10—both Canadian National; a steamer, April 4; Spica, April 18—both Ocean Dominion (do not call at Nevis, Montserrat or Dominica).

To ST. PIERRE-MIQUELON AND ST. JOHN'S, Nfld.—Sollund, Newfoundland-Canada SS. Ltd., March 26.

From Halifax

To LIVERPOOL.—Nova Scotia, March 25; Newfoundland, April 12; Nova Scotia, April 29—all Furness Line; Arabic, March 24; Baltic, April 7; Dorelian, April 14; Albertic, April 21—all White Star Line; Manchester Hero, March 24; Manchester Citizen, April 7; Manchester Exporter, April 21—all Manchester Line; Andania, Cunard Line, March 31.

To LONDON.—Napierian, March 31; Megantic, April 12—both White Star Line; Alaunia, Cunard Line, April 7; Lancastria, Anchor-Donaldson Line, March 24; London Merchant, Furness Line, March 24.

To MANCHESTER.—Manchester Hero, March 24; Manchester Citizen, April 7; Manchester Exporter, April 21—all Manchester Line; Dorelian, White Star Line, April 14.

To SOUTHAMPTON.—Megantic, White Star Line, April 12.

To GLASGOW.—Kastalia, March 28; Letitia, April 12—both Anchor-Donaldson Line.

To GOTHENBURG.—Drottningholm, March 24; Gripsholm, April 6—both Swedish-American Line.

To ST. JOHN'S, Nfld.—Silvia, March 25 and April 8; Rosalind, April 1—both Red Cross-Furness Line; Farnorth, March 28 and April 11 and 25 (also calls at North Sydney); Sambro, April 4 and 18—both Farquhar SS.; Nova Scotia, March 25; Newfoundland, April 12—both Furness Line; Sollund (also calls at Newfoundland outports), Newfoundland-Canada SS., March 29 and April 10.

To ST. PIERRE-MIQUELON.—Farnorth, March 28 and April 11 and 25; Fernfield, April 1, 15 and 29; Sambro, April 4 and 18—all Farquhar SS.; Sollund, Newfoundland-Canada SS. Ltd., March 29 and April 10.

To SOUTH AMERICAN PORTS.—Canadian Pathfinder, Canadian National, April 19.

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Lady Hawkins, April 4; Lady Drake, April 18—both Canadian National; Agnete Maersk, March 27; a steamer, April 10; Spica, April 24—all Ocean Dominion (do not call at Nevis, Montserrat or Dominica).

To HAMILTON, BERMUDA; NASSAU, BAHAMAS; KINGSTON, JAMAICA; AND BELIZE, BRITISH HONDURAS.—Lady Rodney, March 29 and April 26; Cavalier, April 5 (does not call at Bermuda or Nassau); Lady Somers, April 12; Cathcart, April 19 (does not call at Bermuda or Nassau).

To ST. GEORGE (BERMUDA), PORTO RICO, ST. KITTS, ANTIGUA, GUADELOUPE, MARTINIQUE, BARBADOS, TRINIDAD AND DEMERARA.—Chomedy, March 27 (also calls at St. Vincent, Grenada, and Tobago); Colborne, April 10; Cornwallis, April 24 (also calls at St. Vincent, Grenada and Tobago)—all Canadian National.

To SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Ottar, April 2 and 30 (also calls at Montego Bay and other Jamaican outports); Caledonia, April 16—both Pickford & Black.

To BRISBANE, SYDNEY, MELBOURNE AND ADELAIDE.—Canadian Scottish, March 31; Canadian Victor, April 15; Canadian Constructor, April 30—all Canadian National.

To AUCKLAND, WELLINGTON, LYTTELTON, TIMARU AND DUNEDIN.—Canadian Conqueror, March 25; Canadian Highlander, April 25 (also calls at Bluff)—both Canadian National.

From Vancouver

To YOKOHAMA, KOBE, SHANGHAI, HONGKONG AND MANILA.—Empress of Asia, March 29; Empress of Canada, April 17 (also calls at Honolulu)—both Canadian Pacific.

To YOKOHAMA, KOBE, MIKE AND HONGKONG.—Tyndareus, April 1; Teucer, April 22—both Blue Funnel.

To YOKOHAMA, KOBE, OSAKA AND DAIREN.—Paris Maru, Osaka Shosen Kaisha, April 1. To YOKOHAMA, KOBE AND SHANGHAI.—Alabama Maru, April 3; Arabia Maru, April 24—both Osaka Shosen Kaisha.

To AUCKLAND, WELLINGTON, LYTTELTON AND DUNEDIN.—Golden Cloud, Oceanic and Oriental Navigation Company, April 17.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Aorangi, April 2; Niagara, April 30—both Canadian-Australasian Line.

To AUCKLAND, WELLINGTON, MELBOURNE AND SYDNEY.—Waikawa, Canadian-Australasian Line, April 1.

To SYDNEY AND MELBOURNE.—Pacific Commerce, March 25; Elmsworth, April 25 (also calls at Adelaide)—both Australian B.C. Shipping Co., Ltd.; Waitemata, Canadian-Australasian Line, April 18 (also calls at Papeete).

To BRISBANE, SYDNEY, NEWCASTLE, MELBOURNE AND ADELAIDE.—Eknaren, March 24; Bullaren, April 2—both Transatlantic SS. Co., Ltd.

To MANCHESTER.—Pacific Shipper, Furness Pacific (Limited), April 5.

To LIVERPOOL, SOUTHAMPTON, LONDON AND ROTTERDAM.—Delftdyk, March 27; Niethe-roey, April 9; Loch Gail, April 24—all North Pacific Coast Line.

To HAVRE, DUNKIRK, BORDEAUX AND ANTWERP.—Washington, April 3; Indiana, April 9—both French Line.

To HAMBURG, BREMEN AND ANTWERP.—Seattle, April 1; Portland, April 22—both Hamburg-American Line; Grootendyk, March 24; Narenta, April 14—both North Pacific Coast Line (also calls at Rotterdam).

To BARCELONA, MARSEILLES, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Feltre, April 5; Rialto, April 28—both Navigazione Libera Triestina.

To BAHIA BLANCA, BUENOS AIRES, MONTEVIDEO, ROSARIO AND SANTA FÉ.—Taranger, Westfal-Larsen, April.

To PUERTO COLOMBIA.—Point Montara, March 24 (also calls at Curacao and Kingston); Point Sur, March 29; Point Arena, April 17; Point San Pablo, April 25 (also calls at Curacao and Kingston); Point Gorda, April 26—all Gulf Pacific Line.

Note—Firms who desire information concerning ocean mail services may have their names placed on the mailing list of the Post Office Weekly Bulletin by applying to the Post Office Department.

CANADIAN GOVERNMENT TRADE COMMISSIONERS

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E. L. McColl, B. Mitre 430, Buenos Aires. (Territory includes Chile and Uruguay.) *Cable Address, Canadian.*

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

Commercial Agent: B. Millin, The Royal Exchange, Sydney, N.S.W.

Belgium

Jean J. Guay, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.* (Territory includes Roumania, Bulgaria, Hungary.)

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Ed. Da "A Noite," Sala 802, Praca Maua. *Cables, Canadian.*

British West Indies

Trinidad: R. T. Young. Address for letters—P.O. Box 125, Port of Spain. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*

Jamaica: F. W. Fraser, P.O. Box 225, Kingston. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, the Bahamas and British Honduras.) *Cable Address, Canadian.*

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Japan

Tokyo: J. A. Langley, Commercial Secretary Address for letters, P.O. Box F. 101, Tokyo Central. Office, Imperial Life Assurance Building, Marunouchi, Tokyo. *Cables, Canadian.*
Kobe: Acting Trade Commissioner. Address for letters, P.O. Box 230. Office, Chamber of Commerce Bldg., Kobe. *Cables, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. (Territory includes Central American Republics.) *Cable Address, Cancom.*

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Norway

F. H. Palmer, Jernbanetorget 4, Oslo. (Territory includes Scandinavian countries and Finland.) *Cable Address, Canadian.*

Panama

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Peru

G. R. Stevens, Casilla 1212, Lima. Office, Calle Coca, 478. (Territory includes Bolivia and Ecuador.) *Cable Address, Canadian.*

South Africa

C. S. Bissett, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

London: Harrison Watson, Canadian Building, Trafalgar Square, S.W. 1, England. *Cable Address, Sleighing, London.*

London: J. Forsyth Smith, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C. 2. *Cable Address, Canfrucum.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany and Spain.)

Liverpool: Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street. *Cable Address, Canadian.*

Bristol: Douglas S. Cole, Sun Building, Clare street. *Cable Address, Canadian.*

Glasgow: Gordon B. Johnson, 200 St. Vincent Street, Scotland. *Cable Address, Cantracom.*

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New York City: Frederic Hudd, 44 Whitehall street. (Territory covers New England, Atlantic seaboard states. Pennsylvania; also the Colony of Bermuda.) *Cables, Cantracom.*

Chicago: R. S. O'Meara, Willoughby Tower, 8 S. Michigan Avenue. (Territory covers the Middle West and the Mississippi Valley.) *Cables, Canadian.*

San Francisco: H. R. Poussette, c/o Bank of Montreal, 233 California street. (Territory covers the Pacific seaboard and Rocky Mountain states.)

NOTE.—Bentley's Second Phrase Code is used by Canadian Trade Commissioners.

Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. James Malcolm, M.P.
Director, Commercial Intelligence Service: C. H. Payne

Deputy Minister: F. C. T. O'Hara

Published in English and French. Subscription Price for either edition: \$1 per annum in Canada (single copies 5 cents each); \$3.50 outside the Dominion (single copies 10 cents each). Remittances, which may be made by Post Office or Express Orders, or Drafts, or Cheques, payable at par in Ottawa, should be addressed to the King's Printer, Government Printing Bureau, Ottawa.

Vol. XLII

Ottawa, March 29, 1930

No. 1365

TABLE OF CONTENTS

	Page		Page
Bentley's Second Phrase Code in use in Trade Commissioner's Office..	449	French Market for Fish.....	469
Catalogues and Quotations for Chile	449	Washing Machines in Holland.....	472
Summary of Trade of Canada: February	450	Greek Economic and Commercial Situation in 1929.....	474
Foreign Trade of the United States in 1929	451	Cuban Market for Dried Fish.....	479
Canada-United States Trade in 1929..	452	Annual Trade Fair of Ecuador.....	480
Trade of the British Empire.....	456	German Compulsory Milling of Domestic Wheat	480
Food Supplies of Great Britain.....	459	Jamaican Invoice Requirements.....	480
Egg Situation in the United Kingdom	460	South African-Rhodesian Customs Convention Renewed	481
Economic Conditions in North of England	462	Tariffs, etc.	482
British Industries Fair, 1930.....	462	South Africa increases Wheat and Flour Duties	482
Success of Bristol-Canada Week.....	463	Proposed Changes in German Grain and Flour Duties	483
Liverpool Market for Chilled Salmon	464	Belgian Wheat and Flour Regulations	483
Australian Overseas Trade, July to December 1929	465	Tenders Invited—New Zealand.....	483
Trinidad Market Conditions.....	467	Foreign Exchange Quotations.....	484
Canadian Foodstuffs for the South China Market	467	Trades Enquiries	484
Recent Fur Auctions and Scandinavian Fur Farms.....	468	Sailings from Canadian Ports.....	485

BENTLEY'S SECOND PHRASE CODE IN USE IN CANADIAN TRADE COMMISSIONERS' OFFICES

The attention of Canadian exporters is specially directed to the fact that Bentley's Second Phrase Code is now in use in all the offices of the Canadian Trade Commissioner Service.

CATALOGUES AND QUOTATIONS WANTED FOR CHILE

Mr. E. L. McColl, Canadian Trade Commissioner in Buenos Aires, who intends to visit the Republic of Chile at an early date, requests Canadian manufacturers who are interested in the Chilean market to send catalogues and c.i.f. Valparaiso quotations, addressed to the Canadian Trade Commissioner, care of the British Consulate-General, Valparaiso, Chile.

These catalogues and quotations should leave Canada before the end of April.

SUMMARY OF THE TRADE OF CANADA: MONTH, ELEVEN MONTHS, AND TWELVE MONTHS ENDING FEBRUARY 1930

(Compiled by External Trade Branch, Dominion Bureau of Statistics)

Main Groups	Month of February, 1930					Eleven Months ending February, 1930					Twelve Months ending February, 1930				
	Total Imports	From United Kingdom		From United States		Total Imports	From United Kingdom		From United States		Total Imports	From United Kingdom		From United States	
	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
<i>Imports for Consumption</i>															
Agricultural and Vegetable Products.....	14,553,197	3,569,450	6,537,426	207,590,879	47,268,357	88,031,696	229,518,553	51,667,557	100,630,327						
Animals and Animal Products.....	7,070,593	240,336	3,232,782	61,127,776	4,879,722	33,427,095	69,224,410	5,480,790	38,329,375						
Fibres, Textiles and Textile Products.....	13,670,342	5,013,827	5,623,631	167,169,836	61,605,817	64,719,501	189,691,412	68,985,189	74,889,050						
Wood, Wood Products and Paper.....	3,923,380	276,077	3,473,746	55,434,836	4,833,106	46,935,292	61,605,292	5,215,554	52,452,688						
Iron and its Products.....	18,952,256	1,120,659	17,350,033	285,398,988	19,902,046	255,355,298	329,655,197	21,959,215	296,845,962						
Non-Ferrous Metals and their Products.....	5,395,961	439,991	4,695,296	60,507,916	6,714,334	67,408,014	89,137,319	7,280,257	75,035,617						
Non-Metallic Minerals and their Products.....	11,046,082	637,784	9,244,914	173,830,862	12,544,608	138,722,080	187,274,506	13,251,803	150,149,570						
Chemicals and Allied Products.....	2,326,571	238,443	1,697,246	36,238,085	5,017,172	24,249,265	40,229,073	5,401,471	27,356,863						
Miscellaneous Commodities.....	3,933,779	544,478	3,026,340	67,948,778	10,102,308	48,856,111	74,241,112	11,025,704	53,505,481						
Total Imports, 1930.....	80,922,161	12,080,954	54,881,314	1,135,248,056	172,867,470	768,704,320	1,270,576,874	190,267,540	869,194,933						
1929.....	97,042,055	14,232,598	67,901,857	1,130,350,273	176,641,311	767,521,616	1,250,804,958	194,553,436	850,206,955						
1928.....	86,006,897	13,151,404	57,981,819	988,501,781	168,523,699	636,210,931	1,099,118,958	184,837,165	712,868,699						
<i>Exports (Canadian Produce)</i>															
Agricultural and Vegetable Products.....	19,036,707	8,370,692	2,511,827	356,704,566	177,247,344	45,133,584	399,329,435	189,397,689	49,562,806						
Animals and Animal Products.....	8,051,733	2,216,555	3,772,194	124,891,888	38,485,724	62,735,806	136,246,895	41,053,444	69,715,083						
Fibres, Textiles and Textile Products.....	14,069,836	59,881	132,582	8,447,388	912,467	3,736,444	99,108,881	968,727	4,038,084						
Wood, Wood Products and Paper.....	19,020,021	1,000,501	15,606,149	263,836,323	19,761,117	217,160,015	291,916,091	21,366,838	240,432,698						
Iron and its Products.....	4,678,442	403,268	733,230	72,231,337	6,203,993	10,630,511	83,619,662	7,410,789	12,358,247						
Non-Ferrous Metals and their Products.....	10,738,031	1,334,991	7,591,361	139,869,744	13,580,685	91,719,883	153,977,754	15,303,754	100,810,815						
Non-Metallic Minerals and their Products.....	1,666,417	161,119	1,001,544	26,627,911	1,797,574	17,304,527	29,218,743	2,056,473	19,092,992						
Chemicals and Allied Products.....	1,802,333	227,814	1,255,017	19,919,192	4,407,325	10,912,674	22,151,996	4,766,961	12,360,739						
Miscellaneous Commodities.....	1,286,297	302,666	1,856,379	18,134,656	2,570,663	12,296,951	19,556,798	3,007,936	13,269,541						
Totals, 1930.....	66,689,817	14,077,490	33,460,292	1,030,662,985	234,966,892	471,630,305	1,145,426,255	285,322,757	521,640,935						
1929.....	82,259,345	14,076,681	34,765,945	1,248,946,402	409,364,620	449,001,605	1,355,920,966	435,289,394	494,508,738						
1928.....	88,565,196	23,831,533	37,025,312	1,121,374,779	384,766,618	433,238,250	1,226,979,886	412,925,857	478,277,800						
<i>Exports (Foreign Produce)</i>															
Totals, 1930.....	1,459,932	88,923	1,278,867	22,582,694	1,231,670	19,793,142	25,339,954	1,456,118	22,165,429						
1929.....	1,553,073	117,785	1,323,792	22,439,143	1,706,008	19,282,655	24,601,329	1,850,235	21,153,278						
1928.....	1,821,658	87,381	1,672,339	20,076,505	1,927,724	16,770,250	21,689,230	2,009,918	18,197,722						
<i>Excess of Imports (i) or All Exports (e)</i>															
1930.....	(i) 12,772,412	(e) 2,085,459	(i) 20,142,155	(i) 82,002,377	(e) 63,331,062	(i) 277,280,783	(i) 99,810,665	(e) 96,521,335	(i) 325,388,569						
1929.....	(i) 13,226,637	(i) 38,132	(i) 31,812,120	(i) 141,025,272	(e) 284,429,317	(i) 298,637,356	(i) 129,717,337	(e) 242,586,193	(i) 334,544,939						
1928.....	(e) 4,376,957	(e) 10,767,510	(i) 19,284,168	(e) 152,949,503	(e) 218,170,653	(i) 186,202,431	(i) 149,550,158	(e) 230,098,610	(i) 216,393,177						

FOREIGN TRADE IN THE UNITED STATES IN 1929

FREDERIC HUDD, CANADIAN TRADE COMMISSIONER

New York City, March 9, 1930.—The export trade of the United States in 1929 reached a higher total than in any year since 1920, according to returns of the United States Bureau of Foreign and Domestic Commerce. The value of exports rose to \$5,241,000,000, an increase of 2.3 per cent as compared with the value of exports in 1928. A feature of the export trade in 1929 was an increase of 12 per cent in the value of the exports of finished manufactures. Exports of agricultural products such as grain, cotton, and tobacco showed decreases.

The import trade of the United States in 1929 had a value of \$4,400,000,000, an increase of 7½ per cent as compared with 1928, and only slightly below the 1926 import figure, which was the highest since 1920. The import figures for 1929 reflect a greater demand for raw materials and larger imports of specialty foodstuffs which may be classed as luxuries or semi-luxuries.

Canada maintained her position of leadership in the trade with the United States. In 1929 the United States bought more from Canada than from any other country and sold more to Canada than to any other country. United States exports to Canada in 1929 had a value of \$948,501,227 as compared with \$914,713,215 in 1928. Imports from Canada in 1929 had a value of \$504,276,826 as compared with \$489,303,211 in 1928. (See special report in this issue on "Canada-United States Trade in 1929.")

Increases occurred in United States exports to Newfoundland, the West Indies, Argentina, Brazil, France, and Australia. The volume of United States imports from these countries showed no marked fluctuations, as compared with 1928, except in the case of Argentina and France, United States imports from these countries showing marked increases. Exports to Soviet Russia increased to \$81,547,760 in 1929, as compared with \$72,503,956 in 1928. Imports from Soviet Russia were \$21,519,984, an increase of \$8,000,000 over 1928. While United States exports to Germany fell, imports from that country in 1929 had a value of \$254,673,542 as compared with \$222,129,584 in 1928. Exports to Japan decreased, but imports therefrom rose to \$431,872,664, as compared with \$384,450,251 in 1928. Exports to the United Kingdom remained stationary, but imports from that country decreased, being \$329,766,636 in 1929 as compared with \$348,540,327 in 1928.

The following table shows the trade of the United States with continents and leading countries in 1929, as compared with 1928:—

	Exports		Imports	
	1929 \$1,000	1928 \$1,000	1929 \$1,000	1928 \$1,000
Europe	2,340,703	2,374,914	1,332,667	1,248,749
United Kingdom	847,979	847,325	329,766	348,540
Germany	410,258	467,259	254,673	222,129
France	265,655	240,691	171,490	158,747
Russia	81,547	72,503	21,519	13,949
North America	1,395,232	1,321,364	982,281	960,701
Canada	948,501	914,713	504,276	489,303
Newfoundland	12,506	9,210	10,410	10,116
British West Indies . .	27,267	23,480	22,023	21,312
South America	539,343	480,814	639,761	569,408
Argentina	210,288	173,898	117,585	99,437
Brazil	108,778	100,103	207,686	220,700
Asia	643,420	654,516	1,280,252	1,168,927
Japan	259,127	288,158	431,872	384,450
Oceania	192,022	180,033	56,556	53,450
Australia	150,109	141,439	31,938	31,577
New Zealand	39,460	35,825	20,862	19,208
Africa	130,638	116,713	108,607	90,205
Union of South Africa	61,124	57,016	9,638	9,119

The following table shows the increases or decreases in the foreign trade of the United States by groups of commodities:—

	Domestic Exports		General Imports	
	1929 \$1,000	1928 \$1,000	1929 \$1,000	1928 \$1,000
Animal and animal products, edible	244,247	228,425	143,791	139,103
Animal and animal products, inedible	117,938	138,791	391,985	377,935
Vegetable food products and beverages	509,611	532,063	818,391	815,498
Vegetable products, inedible, except fibres and wood . .	308,118	302,743	553,993	519,049
Textiles	979,212	1,124,489	1,005,233	920,071
Wood and paper	211,225	200,891	377,328	358,779
Non-metallic minerals	739,679	687,261	306,038	285,153
Metals and manufactures, ex- cept machinery and vehicles	535,899	500,173	395,954	315,654
Machinery and vehicles . . .	1,200,759	1,035,544	42,203	29,750
Chemicals and related pro- ducts	152,162	137,331	144,062	143,234
Miscellaneous	163,559	142,387	221,249	187,218

It will be noted that there were increases in all the classes of imports and increases in all the classes of exports, with one or two exceptions, notably textiles, which show a marked decrease.

CANADA-UNITED STATES TRADE IN 1929

W. F. BULL, ASSISTANT TRADE COMMISSIONER

New York City, March 10, 1930.—The value of United States exports to Canada in 1929 reached a new high figure of \$948,501,227, or 18·1 per cent of the total exports of the United States, as compared with \$914,713,215, or 17·8 per cent, in 1928.

United States imports from Canada in 1929 had a value of \$504,276,826 or 11·4 per cent of the total imports of the United States, as compared with \$489,303,211 or 11·9 per cent in 1928.

The value of the excess of United States exports to Canada over United States imports from Canada in the period was \$444,224,401, as compared with \$425,410,004 in 1928.

In considering the statistics set forth in this report, based for the most part upon the official returns of the United States Bureau of Foreign and Domestic Commerce, it must be borne in mind that there is a decided discrepancy between the United States export figures and Canadian import figures, due to the difficulty in distinguishing between exports intended for Canadian consumption and those which are merely passing through Canada for shipment abroad via a Canadian port. The United States figures consider such movements as exports to Canada, but they do not appear in either the import or export figures of Canadian trade, being considered as "in transit" trade only, the bulk of which is made up of the movement of wheat, barley, rye, lard, oats, bacon and hams. A similar but much smaller discrepancy occurs in comparing United States import figures and Canadian export figures. This is due chiefly to the difficulty of distinguishing between Canadian exports for United States consumption and "in transit" goods destined for other countries through United States ports.

A comparison of the United States and Canadian figures for the year 1929 illustrates the situation.*

Exports

Exports from the United States to Canada	\$948,501,227
Imports into Canada from the United States	893,170,509
Difference	\$ 55,330,718

Imports

Exports from Canada to the United States	\$512,081,616
Imports into the United States from Canada	504,276,826
Difference	\$ 7,804,790

UNITED STATES EXPORTS TO CANADA

Below is a statement of the lines in which United States exports to Canada show notable decreases:—

	1929	1928
Leather, calf and kipSq. ft.	692,450	955,846
	\$ 267,495	353,527
Furs, undressed fursNo.	6,731,427	7,843,296
Grains, etc.—		
BarleyBu.	10,708,996	21,625,426
	\$ 7,368,521	16,941,871
RyeBu.	2,824,728	8,855,857
	\$ 2,935,510	10,432,595
WheatBu.	23,068,068	37,173,442
	\$ 27,308,190	43,568,592
Eggs, in shellDoz.	771,742	919,543
	\$ 276,296	309,661
Dried and evaporated fruits—		
RaisinsLb.	32,318,211	41,751,198
	\$ 1,608,905	2,206,711
ApricotsLb.	1,348,460	2,170,260
	\$ 171,144	243,830
Cottonseed oilLb.	19,097,051	39,898,284
	\$ 1,543,606	3,366,559
Sugar, refinedLb.	4,898,127	17,145,637
	\$ 144,015	924,913
Rubber footwear—ShoesPair	54,022	136,213
	\$ 36,606	200,286
Tobacco and manufactures—Leaf tobacco, bright		
flue-curedLb.	14,635,077	13,439,672
	\$ 3,281,438	3,599,352
Cordage, except of cotton or jute—Binder twine Lb.	1,652,974	13,250,445
	\$ 215,606	1,527,429
Illuminating oil (kerosene)Bbl.	120,392	150,063
	\$ 378,932	600,788
Petroleum and products—gas and fuel oil . . .Bbl.	2,125,648	2,386,682
	\$ 2,490,686	2,800,745
Iron and steel sheets, galvanizedLb.	68,172,870	71,769,602
	\$ 2,577,224	2,771,289
Tin plateLb.	103,517,022	108,286,656
	\$ 5,533,681	5,786,247
Wire and manufactures—		
Galvanized wireLb.	30,500,838	39,916,109
	\$ 1,329,552	1,567,130
Barbed wireLb.	5,680,921	7,740,982
	\$ 191,962	267,359
Machinery and vehicles—		
Office appliancesNo.	446	508
	\$ 201,463	270,854
Listing adding machinesNo.	1,729	2,220
	\$ 130,423	160,521
Calculating machinesNo.	1,218	1,382
	\$ 270,839	311,830
Printing pressesNo.	462	496
	\$ 1,101,249	1,344,963
Grain harvesters and bindersNo.	4,191	8,693
	\$ 848,741	1,636,123
Wheel tractorsNo.	15,922	20,983
	\$ 13,808,340	19,114,028

* The imports into and exports from Canada have been adjusted to bring them to the same basis as the United States figures.

	1929	1928
Automobiles and other vehicles—		
Motor trucks, busses and chassis, except electricNo.	5,694	6,958
	\$ 7,958,223	8,560,716
Automobile parts for assembly	\$ 38,467,092	40,721,116
Nitrogenous fertilizers, materials—Sulphate of ammoniaTon	689	3,086
	\$ 40,997	152,486
HopsLb.	2,460,557	2,776,925
	\$ 480,876	648,788

Notable increases in United States exports to Canada were:—

	1929	1928
Meat products—		
Beef and veal, pickled and curedLb.	904,487	517,680
	\$ 111,887	66,401
Hams and shoulders, curedLb.	8,817,226	4,685,621
	\$ 1,436,062	713,338
Bacon (all cured sides and backs, except pickled)Lb.	5,455,859	5,521,865
	\$ 802,099	759,614
Pickled porkLb.	11,053,656	7,500,858
	\$ 1,334,563	867,177
Fish, canned—SalmonLb.	1,958,217	1,149,963
	\$ 304,725	181,574
SardinesLb.	4,148,968	2,146,596
	\$ 435,728	227,972
Leather manufactures—Boots and shoes—		
Men's and boys'Pair	114,988	90,380
	\$ 271,041	245,631
Women'sPair	399,372	340,640
	\$ 1,443,200	1,260,239
Leather—Goat and kid upper leather . . .Sq. ft.	5,873,336	3,647,661
	\$ 1,787,650	1,137,259
Wheat flourBbl.	122,725	91,895
	\$ 757,450	590,462
PeachesLb.	8,492,138	7,788,933
	\$ 793,061	655,457
Starch—Corn starch and corn flour . . .Lb.	5,565,108	4,940,238
	\$ 202,605	161,031
Cotton semi-manufactures—Combed yarn . .Lb.	2,601,084	2,301,568
	\$ 2,247,553	1,971,479
Cotton manufactures (cotton cloth, unbleached)—		
Sheetings, 40 in. and underSq. yd.	7,973,134	4,763,477
	\$ 702,441	461,100
HosieryDoz. prs.	605,331	524,743
	\$ 919,828	782,228
Rayon manufactures—HosieryDoz. Prs.	191,836	138,994
	\$ 441,684	329,774
Wood unmanufactured—Railroad ties . . .No.	901,829	755,914
	\$ 842,357	788,017
Wood semi-manufactures—Douglas fir . . .M ft.	24,614	26,823
	\$ 866,292	591,136
Wood manufactures—StavesNo.	40,085,600	38,706,975
	\$ 1,317,813	1,097,517
Paper and manufactures—Book paper, not coatedLb.	12,198,178	9,337,649
	\$ 725,272	557,364
Coal and related fuels—BituminousTon	13,075,894	50,128,165
	\$ 54,216,919	12,463,358
Petroleum and products—Gasoline, naphtha and other finished light productsBbl.	5,225,128	4,409,565
	\$ 20,579,465	18,574,007
Lubricating oil—		
Red and paleBbl.	388,904	303,436
	\$ 3,784,991	2,843,791
CylinderBbl.	135,691	123,967
	\$ 1,666,851	1,344,706
Cement, hydraulicBbl.	60,172	39,927
	\$ 273,079	202,628
Iron and steel semi-manufactures—Other plates not fabricatedLb.	362,763,184	323,403,505
	\$ 8,246,611	7,027,336
Sulphur—Sulphur or brimstone, crude, in lumps Ton	200,012	159,664
	\$ 3,676,034	2,897,730

	1929	1928
Steel sheets, blackLb.	201,773,804	189,286,491
	\$ 6,776,369	6,094,296
Steel mill products—Casing and oil-line pipe..Lb.	46,176,497	13,793,196
	\$ 2,496,494	700,587
Welded black pipeLb.	31,004,362	18,401,551
	\$ 1,413,218	807,732
Copper—Refined copper in ingots, bars, or other formsLb.	38,691,880	21,161,866
	\$ 6,798,371	3,204,191
RodsLb.	22,171,079	25,033,498
	\$ 4,033,817	3,871,377
Wire—Insulated copper wire and cable . . .Lb.	3,042,952	2,664,428
	\$ 1,032,226	841,486
Track-laying tractorsNo.	1,156	823
	\$ 2,217,784	1,686,079
Automobile parts for replacement	\$ 9,678,615	6,673,967
Exposed motion-picture filmsLin. ft.	16,446,073	8,814,462
	\$ 690,595	337,783
Petroleum—CrudeBbl.	22,412,181	15,431,230
	\$ 32,357,477	22,235,296

UNITED STATES IMPORTS FROM CANADA

United States imports from Canada for the calendar year 1929 had a value of \$504,276,826 or 11.4 per cent of the total imports of the United States as compared with \$489,303,211 or 11.9 per cent in 1928.

Notable increases in United States imports from Canada are as follows:—

	1929	1928
Paper and base stocks—Sulphite woodpulp ..Ton	378,034	356,558
	\$ 23,609,440	22,805,358
Paper and manufactures—Printing paper— Standard newsprint.. . . .Lb.	4,389,174,594	3,853,495,242
	\$ 132,282,041	126,174,545
Copper ores, concentrates, and regulus (copper content)Lb.	60,895,582	49,125,265
	\$ 7,089,486	5,014,425
Unrefined, black, blister, and converter, copper in pigs, bars, etc.Lb.	132,519,194	95,681,502
	\$ 23,300,230	13,516,392

Notable decreases in United States imports from Canada are as follows:—

	1929	1928
Hides and skins, raw (except furs)—		
Cattle hidesPiece	869,243	833,765
	\$ 5,791,032	7,570,271
Calf skinsPiece	860,485	1,239,676
	\$ 1,497,150	2,541,261
Oilseeds—FlaxseedLb.	1,063,157	2,598,524
	\$ 2,176,050	5,128,944
Wool, including mohair, etc., unmanufactured—		
Clothing woolLb.	1,028,431	2,238,389
	\$ 324,146	896,149
Combing woolLb.	4,478,685	5,301,080
	\$ 1,244,517	1,844,271
Sulphate wood-pulp, unbleached (Kraft pulp) Ton	110,366	139,945
	\$ 6,792,782	8,718,018
Metal and manufactures—Iron ore and concen- tratesTon	3,542	13,309
	\$ 14,502	44,623
Non-ferrous metals, except precious—Ore, matte and bullion (lead content)Lb.	7,911,855	14,262,069
	\$ 371,489	828,678

COMMODITIES OF SPECIAL INTEREST

The trade in commodities of special interest to Canada is reviewed below:—

WOODPULP AND NEWSPRINT

During 1929 United States' imports of pulpwood fell off by some \$2,000,000, while the imports of woodpulp and newsprint increased by a much larger amount. Canada maintained her position of importance to the United States as a source of supply for these commodities, and for the year under discussion supplied the United States with one-third of all the sulphite wood pulp, one-third of all the sulphate wood pulp, and nine-tenths of all the newsprint reported. The imports of newsprint reached a total value of \$132,282,041, and constituted the largest individual import from this country into the United States from Canada.

United States imports of wood pulp and newsprint from Canada for the past two calendar years were as follows:—

	1929	1928
Sulphite woodpulpTons	378,034	356,558
	\$ 23,609,440	22,805,358
Sulphate woodpulpTons	110,366	139,945
	\$ 6,792,782	8,718,018
Standard newsprintLbs.	4,389,174,594	3,853,495,242
	\$ 132,282,041	126,174,545

MINERALS

United States imports of minerals from Canada exceeded \$100,000,000 in value during 1929, a decided increase over 1928. This increase is made up for the most part of increased imports of copper, gold, nickel, and iron.

United States imports of copper from Canada for the past two calendar years were as follows:—

	1929	1928
Copper ores, concentrates and regulusLbs.	60,895,582	49,125,265
	\$ 7,089,486	5,014,425
Unrefined black blister copper in pigs and bars, etc.Lbs.	132,519,194	95,681,502
	\$ 23,300,230	13,516,392

TRADE OF THE BRITISH EMPIRE

HARRISON WATSON, CANADIAN TRADE COMMISSIONER

London, March 12, 1930.—As a preliminary, it should be explained that as a result of the Imperial Conference of 1926, the Imperial Economic Committee have been engaged in inquiring into the marketing within the United Kingdom of foodstuffs and raw materials produced within the Empire, and into the preparation for market of such foodstuffs and raw materials. In addition, they have been engaged in the preparation of world surveys of selected trades.

In this work the Committee have frequently found it necessary to inquire into the extent and nature of the foreign competition which Empire producers have to meet in the United Kingdom market. Moreover, in the case of world surveys of trades and industries, conditions outside the Empire have also had to be taken into consideration. Consequently, in both sections of the inquiries on which the Committee have been engaged, they have had before them the extent and trend of competition between the Empire and foreign countries.

It is in the above connection that the Secretary of the Committee (Sir David Chadwick) has prepared for its use a memorandum comparing the position of the Empire as a whole in world trade in 1913 and in 1925 to 1927, and also examining the relative importance and direction of inter-Imperial trade at these dates.

The memorandum is based solely on official trade returns and the publications issued by the Economic Section of the League of Nations.

The memorandum deals solely with statistics of imports and exports. But even so, it suffices to bring out the increasing economic importance of the Empire as a whole. At the present time the external trade of the British Empire, even when the statistics relating to inter-Imperial transactions are eliminated, exceeds that of any other large unit such as the United States or the suggested United States of Continental Europe. Between 1913 and 1927 the trade of the Empire with the world outside advanced more rapidly than the trade of the world, and yet, with the exception of British Malaya, every considerable part of the Empire found markets within the Empire for at least 40 per cent of its total exports.

In view of the increasing public interest taken in the question of inter-Empire trade, the Committee decided that the memorandum, which was originally prepared for its own use, could advantageously be made public to a much larger audience. As a result it was decided to issue the memorandum in pamphlet form as the Thirteenth Report published by the Committee.

The report, which gives a valuable and comprehensive analysis of the subject, includes a large number of statistical tables. As it is impracticable to reproduce all these figures in what is intended to be a resumé, it has been decided to omit the tables, with the exception of two which illustrate the directions of inter-Imperial trade and the importance of Empire markets to Empire countries, contrasting the position in 1913 with that in 1927 and each of the two preceding years. This is supplemented by a summary of the most important conclusions which were arrived at. It is thought that the resumé will afford readers a general idea of the situation disclosed, and that it can be left to those who wish to study the whole report to procure a copy.

TRADE OF EMPIRE OVERSEAS

	Percentage of Imports from				Percentage of Exports to			
	1913	1925	1926	1927	1913	1925	1926	1927
United Kingdom.	44.2	38.0	36.0	36.1	41.2	38.5	37.7	36.8
Other parts of Empire. . .	11.5	13.5	13.2	13.1	10.6	9.6	10.6	10.7
Foreign countries.	44.3	47.5	50.8	50.8	48.2	51.9	51.7	52.5
Totals	100	100	100	100	100	100	100	100

TRADE OF THE UNITED KINGDOM

	Percentage of Imports from				Percentage of Exports to			
	1913	1925	1926	1927	1913	1925	1926	1927
Empire overseas	20.5	29.3	27.2	27.0	37.2	43.4	48.5	46.1
		(26.6)	(24.6)	(24.1)		(40.2)	(45.6)	(43.2)
Foreign countries	79.5	70.7	72.8	73.0	62.8	56.6	55.5	53.9
		(73.4)	(75.4)	(75.9)		(59.8)	(54.4)	(56.8)

(The figures in brackets for the United Kingdom are the result of omitting trade to and from the Irish Free State.)

The summary with which this memorandum concludes follows:—

POSITION OF THE BRITISH EMPIRE IN WORLD TRADE

The Economic Section of the League estimates that total world trade in 1927, recalculated at 1913 values, was 20 per cent greater than in 1913.

On this estimate, the trade of the British Empire, taken as the aggregate of the imports and exports of its several parts and corrected for changes in price levels, had increased between 1913 and 1927 by about 27.5 per cent. In the two years 1927 and 1928 the rate of expansion was, however, somewhat slower than for the rest of the world.

The aggregate of the imports and exports of the various parts of the British Empire represented nearly 30 per cent of world trade in 1927.

It exceeded the aggregate of the foreign trades of the countries in Continental Europe west of the Balkans and of the former Austrian and Russian Empires (excluding the Netherlands).

If the statistics relating to imports and exports in 1927 be separated, the Empire in that year was on balance an importer of merchandise.

Since 1913 direct trade between Empire countries and foreign countries has expanded somewhat more rapidly than inter-Imperial trade.

In 1927 the value of the merchandise passing between Empire and foreign countries was about three times that passing between Empire countries.

If inter-Imperial trade were treated as domestic and the statistics relating to it were excluded from the total of world trade, and if the inter-State trade between the various countries of Continental Europe were similarly dealt with, then the trade between the Empire as a whole and the rest of the world was in 1927 about the same as that between the Continent of Europe and the rest of the world.

ADVANCE OF THE EMPIRE OVERSEAS SINCE 1913

The advance of the Empire Overseas since 1913 has been rapid. In 1927 and again in 1928 the total exports from the Empire Overseas exceeded those from the United Kingdom by about 40 per cent, although in 1913 they were below them by some 7 per cent.

In Canada and New Zealand exports in 1927 were, as compared with 1913, greater in volume by about 100 per cent and 40 per cent respectively, although concurrently the ratio of the prices of exports to the prices of imports in 1927 was above the corresponding ratio in 1913. These facts denote rapid progress.

In Australia and South Africa the expansion in the volume in trade was about 10 per cent and 18 per cent respectively. Up to 1927 the price index for wool in Australia (1913 standard) was higher than the price indices for most raw materials in 1927. In South Africa the price indices in 1927 for exports and imports were practically identical.

In India, although local needs, both for the better cereals and for manufactured goods, are being met by local production to a greater extent than in 1913, both imports and exports in 1928 equalled in volume those of 1913.

It is probable that the expansion in the trade (imports and exports) of the Crown Colonies since 1913 has been more rapid than that of other parts of the Empire overseas taken together, though data for determining that surmise are not forthcoming.

In contrast to the foregoing the volume of exports from the United Kingdom in 1927 was less than in 1913, though the volume of imports was greater in 1927 than in 1913.

On the whole the volume of merchandise entering into inter-Imperial trade in 1927 exceeded that of 1913 by more than 20, and probably by about 25 per cent.

DIRECTION OF INTER-IMPERIAL TRADE AND THE IMPORTANCE OF EMPIRE MARKETS TO EMPIRE COUNTRIES

The United Kingdom is the focus of inter-Imperial trade, of which in 1927 about 84 per cent centred on the United Kingdom.

In 1927 (trade with the Irish Free State being excluded) the United Kingdom imported and used about 40 per cent more Empire produce than in 1913; the increase in the imports of foreign produce in the same period was about 15 per cent.

Exports from the United Kingdom to the Empire overseas (excluding the Irish Free State) were about 9 per cent less in volume in 1927 than in 1913; the decrease in volume of exports to foreign countries was in the same years about 30 per cent.

In 1927 the importance to the United Kingdom of the Empire overseas, both as a source of supply and as a market, was thus considerably greater than in 1913.

In 1927 each portion of the Empire, with the exception of British Malaya, looked to other parts of the Empire, and on the whole found there markets for at least 40 per cent of its exports.

FOOD SUPPLIES OF GREAT BRITAIN

HARRISON WATSON, CANADIAN TRADE COMMISSIONER

London, March 11, 1930.—The desirability of increasing trade within the Empire and its practicability remain in the foreground. The Leader of the Opposition had already stated that an extension of safeguarding of manufactured goods would immediately follow should his party return to power. A few days ago Mr. Baldwin publicly repeated this intention, and at the same time announced that this action would be supplemented by the taking of a non-political referendum in order to ascertain whether the population of the United Kingdom is in favour of an import duty on foodstuffs grown in foreign countries with a substantial Imperial preference for the same foods when produced within the Empire.

This development directs increasing interest to a report on "The Agricultural Output and the Food Supplies of Great Britain" issued by the Ministry of Agriculture.

The Board of Trade has already published its customary annual statistics showing the proportions of import and export trade in commodities of all kinds which the United Kingdom carries on with Empire, in contrast to that with foreign, countries.

The special report is particularly valuable in so far that it supplements the general returns by statistics which relate only to food in various forms. The report, which deals with a variety of details and statistics, includes a table which seems to be of special value at a time when the question is creating such general attention. The subject is the proportions of the total supply of food of all kinds consumed by the population that are respectively provided by home production, imports from within the Empire, and imports from foreign countries, in pre-war and post-war times. In the report it is stated that the period selected for "pre-war" relates to 1905-09 and "post-war" 1924-27.

The general effect is that the proportion of imports from foreign countries exhibits practically no change. At the same time the percentage of imports from Empire countries has advanced from 17.7 per cent to 21.6 per cent, entirely at the expense of home production, which shows a reduction of from 43.3 per cent to 39.3 per cent.

From a Canadian point of view it is interesting to note that the Empire production of wheat flour advanced from 27.9 per cent to 43.4 per cent, and during the period that supplies of flour from foreign countries fell away from 52.1 per cent to 41.6 per cent.

Another noticeable feature, which, however, does not at present concern Canada to any extent, is that foreign countries, and not the Empire, have captured all the additional import trade in meat which has resulted from increased consumption and the reduction in home supplies. This is due to the preference now shown towards chilled meat in competition with meat in its frozen form. The former comes from the Argentine and neighbouring countries, whereas Australia, the chief source of Empire beef, can at present only supply in frozen condition.

SOURCES OF FOOD SUPPLY IN GREAT BRITAIN

	Pre War			Post War		
	Home Production Per Cent	Empire Imports Per Cent	Foreign Imports Per Cent	Home Production Per Cent	Empire Imports Per Cent	Foreign Imports Per Cent
Foodstuffs normally produced in Great Britain—						
Wheat flour	20.0	27.9	52.1	15.0	43.4	41.6
Meat (inc. rabbits and lard)	52.0	17.0	31.0	44.3	17.2	38.5
Poultry and eggs	45.7	17.1	37.2	49.8	13.7	36.5
Dairy produce	47.6	21.6	30.8	48.7	25.4	25.9
Vegetables	72.3	7.7	20.0	70.3	7.2	22.5
Fruit, raw	57.7	14.1	28.2	44.0	17.6	38.4
Total of above	47.2	19.1	33.7	44.1	21.5	34.4
Fish	78.5	8.4	13.1	61.3	7.7	31.0
Total (including fish)	48.4	18.7	32.9	44.9	20.9	34.2
Foodstuffs not normally produced in Great Britain—						
Fruit and nuts . . . . .	....	8.2	91.8	....	19.0	81.0
Margarine . . . . .	....	18.6	81.4	....	38.2	61.8
Sugar . . . . .	....	5.2	94.8	6.2	23.3	70.5
Cocoa . . . . .	....	33.5	61.5	....	88.5	11.5
Grand total	43.3	17.7	39.0	39.3	21.6	39.1

EGG SITUATION IN THE UNITED KINGDOM

A. J. TINGLEY, ASSISTANT TRADE COMMISSIONER

Glasgow, February 28, 1930.—Last year imports of eggs into Great Britain were valued at £17,855,000 (\$89,275,000). There has been a steady annual increase in recent years; in 1924 the figure stood at £15,000,000 (\$73,000,000). Increased production of eggs on the Continent coupled with a decreased buying power in the United Kingdom has created a condition in which a plentiful supply of eggs is available to-day at practically pre-war prices. The chief sources of supply with figures for 1929 and 1924 are as follows:—

United Kingdom Imports of Eggs

	1929	1924
Denmark	£4,699,000	£5,495,000
Irish Free State	3,325,000	3,363,000
Belgium	2,241,000	552,000
The Netherlands	2,511,000	1,025,000
Poland	1,240,000	431,000
China	996,000	660,000
France	651,000	36,000
Russia	322,000	478,000

COMPETITION

Imports from the Netherlands and Russia have doubled during the past six years, from Poland they have tripled, and from Belgium quadrupled, while imports from France have increased nearly twentyfold. Denmark and the Irish Free State, although showing a slight decline on the figures for 1924, nevertheless maintain their places as the principal sources of supply. Since Christmas 400,000 quarters (30 dozen) of Chinese eggs, nearly three times last year's amount, have been landed in this country. Australia has doubled her shipments during the past two years.

In 1924 Canada's exports of eggs to the United Kingdom were valued at £247,927; in 1929 they were valued at \$66,541—a decline of 82 per cent. There is no doubt that this decline is at least partially due to increased Canadian consumption and consequent steady domestic demand.

All eggs enter Great Britain free of duty.

PERIOD OF MARKET

The fall and early winter is undoubtedly the best time to ship to this market, as there is usually a shortage of fresh supplies at this season, when storage eggs must be drawn upon. The Canadian storage is looked upon as a good second-grade egg, excellent for cooking, and much preferred to the so-called "pickled" egg.

PRICES IN SCOTLAND

Prices to-day are the lowest they have been since the war. A Glasgow importer states that he bought fresh eggs in Belgium yesterday at 10 $\frac{3}{4}$ d. (22 cents) per dozen—the lowest price that he can remember. Fresh Belgians, weighing 15 $\frac{1}{2}$ pounds per 120, are quoted here at 1s. (24 cents) per dozen wholesale—and it is difficult to sell them at that price. They retail at 1s. 2d. (28 cents) to 1s. 4d. (32 cents) per dozen. Selected Irish eggs are selling at 1s. 2d. (28 cents) wholesale. Danish eggs sold yesterday on the quay at Leith at 1s. 3d. (30 cents) per dozen. All these are fresh, standard-size eggs, not more than five days old. In the fall, however, it is expected that fresh eggs will be retailing in Glasgow at 3s. 2d. (77 cents), cold-store at from 2s. (48 cents) to 2s. 2d. (52 cents), and farm or country eggs at 3s. 3d. (79 cents) per dozen. Canadian eggs are well packed and graded, of good weight (15 $\frac{1}{2}$ pounds), and contain also a good percentage of brown eggs, which are preferred in this market.

The greatest competitors in the fall will doubtless be Irish Free State cold-store eggs, which came in last year at 1s. 9d. (42 cents) to 1s. 10d. (44 cents) per dozen, and retailed at 2s. 2d. (52 cents). This fall, however, it is expected that they will be coming in at 1s. 4d. (32 cents) to 1s. 6d. (36 cents).

EFFECT OF MARKING OF EGGS

All eggs except those which are the product of the United Kingdom must be stamped with the country of origin. Formerly Russian, Polish, or other Continental eggs could be passed over the counter as home produce, but now the trade and the public are both protected against fraud, and an egg can only sell for what it is. Furthermore, the quality of all eggs entering the market has definitely improved since this regulation was put into effect less than one year ago. A black stamp is used by the Irish Free State for six months of the year commencing December, and a red stamp from June onwards, when fresh supplies are less plentiful, in order to prevent dealers from selling cold storage as new-laid eggs. The effect of this marking regulation is seen in a greater demand for Irish eggs.

PACKING

Belgian and Danish eggs are packed in ten long hundreds or flats of 1,200 each. Chinese eggs are packed in husks, 720 each, but this method is not considered satisfactory. The Canadian method of packing, quarter-case, 30 dozen eggs, is considered the best of any. Big cases are not so well liked. All eggs packed in cardboard fillers, however, should be lined with excelsior, top, bottom, sides, and ends, to cushion the pack.

OUTLOOK

If Canadian exporters desire to sell in this market, they must be prepared to lay down eggs at a very cheap price. At the present time the market is very depressed, and abundant supplies are available at low prices.

ECONOMIC CONDITIONS IN THE NORTH OF ENGLAND

HARRY A. SCOTT, CANADIAN TRADE COMMISSIONER

Liverpool, March 5, 1930.—Generally speaking, February was a disappointing month for a number of industries in this section of England, and unemployment continues at a distinctly higher level, without any immediate hope of betterment—indeed, the position has become even worse during the past few weeks. According to a report from the Ministry of Labour quoted in the press, the recent further increase in unemployment has mainly occurred in the north-western division of England, chiefly as a result of decreased production in the cotton trade.

The Lancashire cotton trade has passed through another poor month, and even the Egyptian section, which turns out the finer qualities, has been poorly employed. Strenuous protests are being made in Lancashire against the proposed increase in duty on cotton piece goods entering India as announced in the Indian Budget introduced last week. In view of the importance of the Indian market, it is feared that this increased duty, if put into operation, will have a serious effect in still further handicapping this important British industry that has during the past nine years been passing through an unprecedented period of depression.

A quieter market has developed in the export coal trade of Northumberland and Durham during the past few weeks, and the outlook for March is regarded rather doubtfully. At the same time, annual shipments compare favourably with a year ago, and two or three substantial foreign contracts have been recently placed with Northeast Coast exporters.

In the iron and steel trades of the Middlesbrough district production has on the whole been fairly well maintained owing to contracts placed some time ago, but new business has been scarce. Current reports from Sheffield indicate that the general steel trade of that section has been disappointing.

Some important contracts continue to be placed in various branches of the engineering trade of northern England. Toolmakers are still enjoying a busy period, and the electrical branches are well employed.

The Yorkshire wool textile industry is still seriously affected by instability in the value of raw wool, and spinners and manufacturers of woollen goods are adhering to a retail buying policy.

BRITISH INDUSTRIES FAIR (LONDON), 1930

E. E. FREELAND, CHIEF, COMMERCIAL DIVISION, CANADIAN EXHIBITION COMMISSION

London, March 7, 1930.—The British Industries Fair (London), the sixteenth of the series, and the second at which a purely Canadian section organized by the Canadian Exhibition was installed, was held at Olympia from February 17 to 28, 1930. The display by the Dominion this year, though smaller than last, was in every respect better owing to the valuable experience gained at the White City a year ago; another contributing factor was the change of location.

The following is the list of the firms who exhibited at Olympia, together with their products:—

Canadian General Rubber Co., Ltd., Galt, Ont.—Rubber goods.
Canadian National Exhibition, Toronto.
Canadian National Railways, Montreal.
Canadian Pacific Railway Company, Ltd., Montreal.
French Ivory Products, Ltd., Toronto—Toiletware.
Harris Abattoir Company, Ltd., Toronto—Cheese.
H. O. Cereal Company of Canada, Ltd., Ayr, Ont.—Cereals.
Kellogg Company of Canada, Ltd., London, Ont.—Corn flakes, etc.

Maple Leaf Milling Company, Toronto—Cereals and flour.
Ontario Honey Producers' Co-operative, Ltd., Toronto—Honey.
Planters Nut and Chocolate Company, Ltd., Toronto—Peanuts.
Toronto Carpet Manufacturing Company, Ltd., Toronto—Carpets and rugs.
Wahl Eversharp Company, Ltd. (The), Toronto—Pencils and fountain pens.
Walker (Hiram) & Sons, Ltd., Walkerville, Ont.—Whisky.
L. E. Waterman Company, Ltd., Montreal—Fountain pens.

From the above it will be seen that the Canadian section (which covered 4,545 feet) followed last year's plan in including manufactured goods as well as foodstuffs. No attempt was made to divide these up into sections or even to group them together on the Canadian Stand. Its location, alongside the Empire Marketing Board Section, was well suited for visitors who were primarily interested in goods from the Overseas Dominions and Colonies. Distinguished visitors to the Fair included Her Majesty the Queen, the Duke of York and Princess Mary; the Prime Minister, the Lord Privy Seal and the Minister of Labour; and the Minister of National Defence for Canada.

Exhibitors reported inquiries for Canadian products from all parts of the world, and particularly from South Africa, India and Australasia and from Scandinavia. The sale of samples of Canadian food products, under the auspices of the Canadian Exhibition Commissioner, was a new feature this year. About twenty different products including apples, soups, canned vegetables and milk, macaroni, honey and cereals were in this way disposed of. Individual samples cost 6d. or less, and of these 8,000 were sold. This year all the stands were in charge of attendants who were constantly on duty. The Canadian authorities installed, in addition to foodstuffs, two other representative displays—one of fish and one of pulp and paper. The British Columbia Government took charge of the fish exhibit, and that of pulp and paper was looked after by an official of the Exhibition Commission.

The Director of Trade Publicity prepared an attractive handbook, as a supplement to the regular catalogue issued by the Fair authorities, in which the exhibitor's name, address, English representatives, etc., are included and which was distributed on the stand.

The admission of the public to the Fair was productive of a great number of inquiries from retailers, which were answered on the spot, over nine hundred being received and dealt with by the staff of the Canadian Exhibition Commission.

The importance of the British Industries Fair, both at London and Birmingham, can hardly be over-estimated. This the most important of the whole-sale trade exhibitions of the year, is attended by upwards of a quarter of a million buyers from England and abroad, whose purpose in attending is to add new lines to their representation, or to stock new brands of commodities already being sold by them.

SUCCESS OF BRISTOL-CANADA WEEK

DOUGLAS S. COLE, CANADIAN TRADE COMMISSIONER

Bristol, March 11, 1930.—Canada Week was held in Bristol from March 3 to 8 under the patronage of the Lord Mayor, and under the auspices of the Bristol and District Grocers and Provision Dealers' Association and the Bristol Provision Trade Association, representing respectively retailers and wholesalers. Premises were specially taken at 29-33 St. Stephen street, where complete supplies of Canadian food products were on show and for sale in sample packages. Over four hundred grocers in Greater Bristol—which has a population of nearly half a million—devoted their windows for the week entirely to Canadian food products.

Full and adequate support was rendered by all the five Bristol newspapers, both prior to and during the exhibition. Prizes were offered to the retail grocers for the best window displays in three different sections, which included all

classes of grocers. The number of entries was very large and in total was more than the entire membership of the Retail Grocers' Association. Prizes in money and in Canadian food products were also offered to the general public in a competition based on the varying popularity of the different Canadian products, and tens of thousands of entries were received. In the central Canada store several thousands of samples were sold, none at a value over 12 cents each.

The Bristol Trade Commissioner, in broadcasting on the opening day of the Shopping Week from the Cardiff Station of the British Broadcasting Corporation, in his opening remarks referred to the historical associations of the city of Bristol with Canada, which date back to 1497, when John and Sebastian Cabot sailed from that port and discovered North America, landing on Cape Breton Island.

Both retailers and wholesalers report a very heavy increase in the sales of Canadian food products, and the United Kingdom representatives and distributors of branded Canadian goods should follow up the Bristol-Canada Week to their own advantage. Prior to this effort Canadian food products were difficult to identify on the market, and one of the great values of the display of Canadian goods that was made has been to thoroughly acquaint the retail grocer and his assistants with those products which are of Canadian and Empire origin.

One direct result of Bristol-Canada Week has been the suggestion that an All-Empire Shopping Week be held in 1931, in which the co-operation of the Empire Marketing Board would be invited as well as that of all the dominions and overseas colonies.

LIVERPOOL MARKET FOR CHILLED SALMON

HARRY A. SCOTT, CANADIAN TRADE COMMISSIONER

Liverpool, March 7, 1930.—The general demand for imported chilled salmon continues to grow throughout the North of England. The former prejudice against frozen salmon as such is gradually disappearing, and in this connection, as has been pointed out in previous reports, it appears that salmon is more acceptable when sold as "chilled" rather than "frozen." For some years past Canada has been able to command a substantial share of this business by reason of the excellent quality of the product offered. Canadian frozen salmon reaches this market from both the Pacific and Atlantic coasts, the latter being more highly regarded. During the last few years keen competition has been offering from Newfoundland and Labrador. The Newfoundland fish is not as well regarded as the Canadian Atlantic type, but it has been selling at from 2d. (4 cents) to 3d. (6 cents) per pound cheaper. Canadian Pacific Coast salmon has to compete against supplies from the United States Pacific side.

The first shipments of Pacific salmon usually reach the Liverpool market in early November, following through the winter months until early May, and as supplies of fresh salmon are shorter during this period relatively higher prices are obtained for the frozen article in the early spring months. Most of the Pacific salmon is shipped to this market dressed and packed in 100-, 150- and 200-pound cases, each fish being wrapped first in white greaseproof paper and then in coarse brown paper. It is important to avoid having any variations in temperature during refrigeration, in order to prevent any possibility of rust appearing on the belly of the fish. While an occasional complaint has been made, modern methods of refrigeration have practically eliminated this difficulty, with the result that during the past few years Canadian salmon, on the whole, has reached this market in excellent condition. The two main varieties offered at present are "Silvers" and "Red Kings," weighing from 8 to 11 pounds dressed. In the opinion of one of the most important distributors engaged in this trade, of the total imports during an average season, four-fifths

consist of "Silvers" and the largest part of the balance "Red Kings." Up until a few years ago "Steelheads" shipped as "rounds" used to sell on the Liverpool market, but the trade in this variety is now understood to have fallen off greatly. Prices during the present season have not shown any great change from last year, but importers state that on the whole the market has been firmer with dressed "Silvers" averaging from around 9d. (18 cents) to 10d. (20 cents) per pound c.i.f. Liverpool.

Atlantic salmon arrives at Liverpool during the summer months of June, July, and August, and while supplies are not as large as from the Pacific Coast, the volume is increasing. The Atlantic fish from Canada and Newfoundland reaches this market during the season of heaviest consumption, as frozen salmon is a popular hot-weather dish at English seaside resorts. There is, on the other hand, competition from the domestic fresh salmon, which is in greatest supply during this period. Shipments of fresh salmon are also made to North of England markets from Ireland and Norway. Last year's Canadian Atlantic frozen salmon was sold at approximately 1s. 3d. (30 cents) per pound c.i.f. Liverpool according to grade, and Newfoundland shipments realized somewhere around 1s. (24 cents). Atlantic frozen salmon is shipped as rounds: the most popular weights are from 8 to 14 pounds.

The trade in imported frozen salmon, as far as the North of England is concerned, is in the hands of a relatively small number of large distributors in Liverpool and London who specialize in the business. While there are a few wholesale dealers in the North of England who have been importing direct from overseas, the majority of wholesalers throughout this area seem to find it more convenient to obtain their requirements through the larger importers who are handling so much heavier supplies that they are better equipped to gauge market conditions. One of the largest operators in the frozen salmon trade of this country recently pointed out that they are just commencing a fresh advertising campaign, embracing the whole country. It is understood that other importers are also engaged in propaganda work with the object of still further expanding the general public demand for chilled salmon.

AUSTRALIAN OVERSEA TRADE, JULY TO DECEMBER, 1929

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, February 20, 1930.—Official figures of Australian oversea trading during the six months ended December 31, 1929, being the first half of the current fiscal year, disclose higher imports and lower exports than those for the corresponding period of the previous year. Imports increased by £1,873,968, and exports decreased by £10,073,585. A comparison of the two trading periods is as follows:—

<i>Imports</i>		
	July-December 1928	July-December 1929
Merchandise	£72,771,753	£74,687,391
Gold bullion and specie	187,706	146,036
Totals	£72,959,459	£74,833,427
<i>Exports</i>		
	July-December 1928	July-December 1929
Merchandise	£66,900,657	£49,031,430
Gold bullion and specie	1,886,969	9,682,611
Totals	£68,787,626	£58,714,041

Excluding gold bullion and specie and comparing merchandise only, the disparity between imports and exports was £25,655,961 (say \$124,993,230), which figures represent the adverse Australian trading balance for the first six

months of the current fiscal year 1929-30. This unfavourable balance is mainly due to the heavy decline in wool values, together with the small yield of wheat this season, and reduced values in exports of flour, sugar, sheep skins, and other primary commodities.

The depleted state of Australian oversea bank funds and consequent difficulty in the negotiation of drafts even at the prevailing high rate of exchange, and the increased import duties imposed towards the end of 1929, are factors which are now at work in the restoration of the country's trade to normal conditions. It is anticipated that these influences will bring about a marked diminution in the imports by the end of the fiscal year in June next. Unfortunately, no help can be looked for in the direction of increased exports until next season's production becomes available, hence reduced imports appear imperative for some months to come.

The increase in imports during the six months under review is spread over a wide range of goods. Many commodities of particular interest to Canadian export trade were in larger demand. Canned fish imports increased from £603,404 to £747,572; paper pulp from £44,622 to £151,816; dressed timber from £455,251 to £532,444; and undressed timber from £1,412,260 to £1,807,011. Printing paper rose from £1,528,670 to £1,703,889, and there were also substantial increases recorded in other classes of paper. On the other hand, agricultural implements declined from £366,851 to £304,226; motor chassis from £4,408,936 to £4,042,944; motor bodies from £695,179 to £504,305; rubber tires from £194,505 to £145,124; and player pianos and parts from £144,593 to £62,376.

Exports for the same period (£58,714,041) show a heavy decline. Shipments of greasy wool were less by £10,270,211, scoured wool by £935,245, and wool tops by £45,224. Wheat was lower by £1,731,703, sugar (largely due to a new basis of valuation) by £2,498,885, butter by £289,301, and hides and skins by £1,264,098. Gold bullion and specie was shipped to the value of £9,682,611, as compared with £1,886,969 for the first half of the previous fiscal year.

The values of Australian imports and exports, under general classifications, during the first six months of the fiscal years 1928-29 and 1929-30 are appended for the purpose of comparison:—

Australian Imports and Exports

	Imports		Exports	
	July-Dec., 1928-29	July-Dec., 1929-30	July-Dec., 1928-29	July-Dec., 1929-30
Foodstuffs of animal origin	£ 1,145,072	£ 1,198,789	£ 8,442,278	£ 7,463,389
Foodstuffs of vegetable origin	3,202,394	3,409,220	13,731,762	9,365,450
Spirituos and alcoholic liquors	945,185	912,497	233,748	404,185
Tobacco and preparations thereof	1,235,116	1,194,453	260,723	260,680
Live animals	65,488	102,899	179,705	223,179
Animal substances not foodstuffs	945,208	1,063,990	36,174,964	23,772,356
Vegetable substances and fibres	1,388,932	1,496,532	489,120	335,335
Apparel, textiles, etc.	20,229,200	19,797,109	266,418	307,122
Oils, fats and waxes	5,409,603	6,052,465	941,303	626,267
Paints and varnishes	389,347	393,300	30,632	27,062
Stones and minerals, ores, etc.	473,733	916,622	1,007,987	1,051,486
Metals, machinery, etc.	20,908,356	21,173,536	3,040,931	3,093,459
Rubber and leather manufactures	1,233,113	1,388,247	341,434	281,937
Wood and wicker manufactures	2,226,626	2,719,649	612,997	695,238
Earthenware, chinaware, etc.	1,323,146	1,341,481	51,499	54,704
Paper and stationery	4,033,156	4,397,916	122,865	132,131
Jewellery and fancy goods	1,673,092	1,492,040	90,990	73,840
Optical and surgical instruments	745,162	767,533	173,026	188,223
Drugs and chemicals	2,792,946	2,831,770	322,250	314,069
Miscellaneous	2,406,187	2,034,706	386,025	361,318
Gold and silver	188,397	148,973	1,886,969	9,682,611
	<hr/> £72,959,459	<hr/> £74,833,427	<hr/> £68,787,626	<hr/> £58,714,041

TRINIDAD MARKET CONDITIONS

R. T. YOUNG, CANADIAN TRADE COMMISSIONER

Port of Spain, Trinidad, February 27, 1930.—The general tone of the market in Trinidad has been quiet, with only a fair demand for all commodities and a consequent recession in prices.

Flour stocks would appear to be ample, and prices show a slight falling off since the previous month. Bakers', per bag of 196 pounds, has been retailing at \$7.80 to \$8; extras at from \$6.40 to \$7; and superfine at from \$6.25 to \$6.50.

The market for pickled beef and pork remains unchanged. Prices are stationary with business slow and little prospects for any marked activity until after the Lenten season. Family beef retail prices are quoted at from \$26 to \$27 per barrel, and stocks on hand are fair, while pickled pork per barrel of 200 pounds is fetching from \$27 to \$28.

During the past month the market for butter has been easier with only a fair demand, and indications point to a slightly lower level, due to the activity of French packers. New season quotations are expected, and no buying of any consequence is being done. French butter is being retailed at from \$33 to \$34 per case of 100 pounds.

In fishstuffs, with the Lenten season approaching, arrivals have been heavier and the demand more brisk. This has necessarily had a weakening effect on the market, but extra large cod is reported scarce and the demand good. Pickled salmon, which is sold in this market only during Lent, is in good demand, as is also pickled mackerel.

Prime white Nova Scotia large cod is retailing at from \$46 to \$47 per drum, while extra large cod fetches from \$48 to \$49. Tierces of medium-size cod are selling at \$46, while large and medium Newfoundland are bringing \$46 and \$45 respectively. Pollock in tierces of 300 pounds retails at from \$36 to \$38, and stocks reported on hand are light.

Pickled salmon per tierce of 300 pounds is in demand at \$48, but stocks are nil. Last sales of sardines brought from \$4.50 to \$4.75 per case, but good quality is scarce.

There is still a heavy stock of potatoes on the market, which is decidedly weak, and prices have declined considerably. Last retail quotations were \$2.10 per 100 pounds.

Canadian cheese (bulk) was being sold at 28 cents per pound, while lard compound, according to quality, was offered at from \$10.75 to \$11 per 100 pounds. Retail prices for condensed milk during the past month were \$5.95 to \$6 per case.

The latest retail quotations for oilmeal were \$3.75 to \$4 per bag of 125 pounds, with moderate stocks on hand, while oats (white) were bringing from \$4.25 to \$4.40 per bag of 4 bushels—160 pounds—with demand very moderate.

CANADIAN FOODSTUFFS FOR THE SOUTH CHINA MARKET

PAUL SYKES, CANADIAN TRADE COMMISSIONER

Hongkong, February 24, 1930.—The backbone of the export trade from Canada to Hongkong and South China has been Canadian hard wheat flour. South China has been known for many years as a country in which rice was the principal product and the staple article of food of the majority of a population of almost one hundred millions. The fact that the living standards of this great number of people have shown considerable improvement is evidenced by figures of imports of wheat flour more than by those relating to any other commodities, and this fact is of the greatest importance to Canada's agricultural

and flour-milling industries. Wheat flour is not imported into South China in order to be made into bread; it is eaten in the form of cakes and noodles. At certain seasons of the year when religious and other festivals are being observed, large quantities of cakes are eaten by all classes of the population. Cakes and noodles as well are commonly consumed as the usual article of diet. Strange to say, the trade in wheat flour is closely related with domestic rice production, but not in the way that would be expected. Flour imports into South China are large when the rice crop has been successful, and during poorer seasons show considerable declines, this fact indicating that flour is still regarded by the mass of the population as a luxury.

Dried salted herrings produced in British Columbia form the second largest export from Canada to South China. Canada holds a monopoly of the trade in this commodity, which is in great demand in the interior of the South China territory, and where it is considered as one of the cheapest foodstuffs available. The herrings are actually a by-product of the salmon-canning industry on the British Columbia coast, and have been shipped to the Orient in increasing quantities during the last twenty-five years. They are in comparatively small demand in the coast ports where better-quality foods are available, but find a ready market in the interior, where their nutritive qualities and low price give an assurance that the business will be carried on along extensive lines for many years.

These two articles account for the bulk of Canadian exports of foodstuffs to Hongkong and South China, but the variety of this trade is by no means limited. Canadian cheese, bacon, hams, apples, salmon, fresh vegetables, and many other items are also exported to Hongkong for distribution in the coast ports and some centres of consumption in the interior, and it is anticipated that the increasing purchasing power in South China, and a corresponding development in the ability of Canadian exporters to meet present demands and create new markets for their products, will lead to great increases in the export of foodstuffs from Canada to South China markets.

An interesting feature of this trade is the realization of exporters in Canada that new or larger business can only be obtained from personal contact with the market. Since the establishment of a Trade Commissioner office in Hongkong, a fair number of Canadian exporters have been introduced to possible buyers and have, in almost every case, been agreeably surprised at the volume of new business which has offered. An increase in the number of visits from Canadian exporters is expected, and it is a foregone conclusion that Canadian trade with the South China market will increase very perceptibly as a result.

RECENT FUR AUCTIONS AND SCANDINAVIAN FUR FARMING

FREDERICK H. PALMER, CANADIAN TRADE COMMISSIONER

Oslo, March 4, 1930.—Towards the end of February two auction sales were held, one in London and one in Copenhagen, of particular interest to Scandinavian fur breeders.

It is reported that 15,000 pelts were sold at the more important London auction, and of these between 600 and 700 were silver fox skins from Norway. It appears that prices in London for "extra dark silver" and "medium silver" declined 10 per cent as compared with the last auction, while prices for "dark silver" declined 20 per cent. The price for "light silver" declined 5 per cent.

The highest price realized for a Norwegian pelt was £92, but it was pointed out that as the best Norwegian animals are being sold alive for breeding purposes, the average quality of the Norwegian pelts offered was not as high as Norway could supply.

At the Copenhagen auction price declines were also general, averaging about 25 per cent. The total value of sales was estimated at 655,000 kr. (\$175,200), compared with about 900,000 kr. (\$241,470) in 1929, and only 25,000 kr. (\$6,700) more than the total for 1928. There were offered at this sale 2,278 blue fox pelts, and prices realized were as follows:—

First quality	Kr. 1,000 (\$268.00)
Second quality	Kr. 400 (\$107.30) to Kr. 520 (\$139.00)
Third quality	Kr. 290 (\$ 77.50) to Kr. 330 (\$ 88.30)
Fourth quality	Kr. 160 (\$ 43.00) to Kr. 200 (\$ 53.66)

Blue fox sales in all aggregated 495,000 kr. (\$132,500).

White fox sales totalled 146,000 kr. (\$39,200), and the prices for the various classes were:—

First quality	Kr. 335 (\$89.75) to Kr. 240 (\$64.50)
Second quality	Kr. 190 (\$51.00) to Kr. 205 (\$55.00)
Third quality	Kr. 145 (\$39.00) to Kr. 175 (\$47.00)
Fourth quality	Kr. 55 (\$14.70) to Kr. 95 (\$25.40)

A few bear skins were sold at prices ranging between 25 kr. (\$6.80) and 895 kr. (\$239).

The organization of new farms in all permissible branches continues in both Norway and Sweden, and almost daily reports appear concerning new farms for breeding foxes, both silver and blue, mink, racoons, caracul sheep, etc. Some time ago thirty caracul sheep were imported into Norway from Canada valued at from 1,500 kr. (\$402) to 1,800 kr. (\$483) each. These animals have just recently been released from quarantine and are being distributed to breeders.

In Norway a greater confidence in the ability of fur farm owners, abroad as well as in Norway, to control or to prevent disease, appears to be prevalent—a confidence which seems to be reflected in the widening of the import regulations. These regulations were formerly very strict, and were so rigidly applied that Prince Edward Island enjoyed what was almost a monopoly. Every application for a permit to import is still considered individually on its merits, and during the past few months several permits appear to have been issued to cover fur-bearing animals to be brought from the United States.

Recent developments within the industry in Norway itself include the formation of a mink-breeders' association, while several small sectional associations of fox breeders have been, and are being, organized to further the continuous attempt of the national organization steadily to improve the quality of the stock.

FRENCH MARKET FOR FISH

MAURICE BÉLANGER, ASSISTANT TRADE COMMISSIONER

Paris, March 1, 1930.—The consumption of fish of all kinds is very large in France, but the fishing industry is so well developed and the production of both salt and fresh water fish is so considerable that imports, with the exception of canned salmon, are relatively small and are almost balanced by exports.

The total value of the annual production of the French fishing industry, including the deep-sea fisheries, is estimated at $1\frac{1}{2}$ billion francs, which at the present rate of exchange is equal to approximately \$50,000,000, or the total value of the fisheries of Canada in 1927.

A very large proportion of this total is consumed in France. Exports of fishery products in 1928 amounted to not more than 276 million francs and in 1926 to 331 million francs.

Imports of fishery products amounted in 1928 to 365 million francs, but were made up for the most part of canned fish such as salmon, sardines, lobster, and of a few varieties of fresh fish of which the local production is not sufficient to meet the demand.

COMPETITION

Competition in canned fish comes mostly from the United States, while Japan exported important quantities of canned salmon during the past year. Imports of canned fish from Scandinavian countries are relatively unimportant. Portugal, Spain, and Algeria are the main sources of canned sardines.

Most of the fresh fish imported comes from Great Britain, Holland, Belgium, and Norway, while the Scandinavian countries account for most of the imports of salted fish.

METHODS OF DOING BUSINESS

All the fish imported into France is handled through brokers, who act as commission agents of foreign shippers. The commission paid to agents is usually $2\frac{1}{2}$ per cent or 3 per cent. Terms of payment are cash against documents.

The question has often arisen as to whether it is preferable to have a sole agent for the whole of France or a separate agent for each part of the country. There are a number of agents located in Paris, Havre, or Bordeaux who can easily handle the whole of France, but unless an agent such as this can be obtained, with a sales organization able to reach all parts of the market and with offices or correspondents in the main ports and representatives in all the large cities, it would be preferable to appoint a separate agent in each of the important seaports—Havre, Marseilles, and Bordeaux.

SHIPPING FACILITIES

Shipping facilities between Vancouver and France have been much improved by the recent inauguration by the French Line of a new service between North Pacific ports and Havre with regular monthly sailings. Five boats have been placed on this new service. Each has a limited amount of refrigerated space suitable for frozen salmon. The sailing time between Vancouver and Havre is about five weeks.

The Compagnie Générale Transatlantique have quoted a rate on frozen fish subject to confirmation in Vancouver of \$2.50 per 100 pounds. With three cold storage warehouses on the docks, there are excellent facilities in Havre for the handling of frozen fish. The lack of a direct shipping line with cold storage facilities between Vancouver and a French port has undoubtedly tended to retard the development of the frozen fish trade between British Columbia and France, but the situation will now be much improved. Until now transshipment had to be made in England, and this handling was expensive, as it necessitated the use of cold storage warehouses in London and refrigerator cars to the coast.

CANNED FISH

Canned fish is regarded in France more than anywhere else as a cheap substitute for the fresh product and is consumed only by those who cannot afford fresh fish or when fresh fish is scarce. For this reason, the market for canned fish is essentially one of price and, with the exception of lobster, which is a luxury article, is sold to a class of people who consider price before quality.

Canned Salmon.—France offers a wide market for canned salmon and is Canada's leading customer for this commodity. The consumption of canned salmon in France has increased considerably during the past few years and the value of imports from Canada, which amounted for the fiscal year ending March, 1928, to \$1,176,037, had increased to \$2,224,031 for the fiscal year 1928-29.

Canned salmon is consumed in France by the lower classes, and the demand is confined to the cheaper grades such as pinks and chums. Agents state that there is a marked preference for pinks in the territory served by Bordeaux,

while Marseilles prefers chums on account of their lower price; the demand in Paris seems to be equally divided between chums and pinks.

Until this year the United States were our only competitors in this field, and as the quantities available for export in that country are rather limited this competition was not alarming. Unfortunately, the present year has seen a change in conditions and Japan has become a serious competitor on this market. There are no statistics available showing the volume of imports from Japan as large shipments did not begin to arrive until late in 1929, but reliable brokers place the amount above 50,000 cases.

The Japanese, in addition to an abundant supply of cheap labour and a good catch, have the advantage of a lower tariff on canned salmon entering France. Imports from Japan benefit from the minimum rate of duty of 42.50 francs per 100 kilos, while the Canadian product is subject to an intermediate rate of 59.50 francs per 100 kilos.

Another factor which, in the opinion of a leading importer, has helped to some extent the sale of Japanese salmon is the fact that it may be obtained in flats instead of talls at no extra cost. This method of packing has met with favour in France, but Canadian packers will only supply it at an extra cost.

It is worthy of note that whereas Canadian shippers usually make offers in June and July, the Japanese this year offered pinks at 24 shillings per case as early as March and April. This price was subsequently raised to 25 shillings when it became apparent that the average price for Canadian salmon would be around 27 shillings.

Sardines.—The so-called sardine of the Atlantic coast cannot be sold in France under the name of sardine owing to the fact that it is in reality a small herring and not a pilchard. The marking regulations of France stipulate that nothing but pilchard may be sold as sardines.

Canned Pilchard.—There is a market in France for canned pilchard, and a fair amount is imported each year from the United States. Pilchards packed in tomato sauce are becoming more and more popular, and there is a strong preference for the flat oval tin over the tall tin, such as is used for salmon. California packers quote a price per case of \$3.50 c.i.f. Havre for pilchards in tomato sauce packed in the oval tin, and \$3.25 for pilchards in tall tins without tomato sauce. If British Columbia shippers can approximate these prices, there is no doubt that some business can be done in France.

Canada benefits from the intermediate tariff on these goods, while United States goods are subject to the general tariff, the rate of duty being 59.50 francs per 100 kilos for Canadian goods and 85 francs per 100 kilos for United States products.

Canned Lobsters.—Canadian canned lobster is well known in France. Imports of this commodity, which reached a considerable total before the war, suffered a serious set-back as a result of the fall in the value of the franc, but conditions are now much more favourable and imports have almost reached their pre-war volume.

The sale of canned lobster in France will always be limited by its relatively high cost, due to unfavourable exchange and the abundant supply of fresh lobsters. In addition to this, it is found that importers and retailers are adverse to keeping adequate stocks because they fear that the lobster will deteriorate and lose its colour if kept too long.

On account of their lower price the Prince Edward Island and New Brunswick packs find a better sale in France. The $\frac{1}{4}$ -pound and $\frac{1}{2}$ -pound tins only are sold, the larger sizes being too expensive.

FROZEN FISH

The catch of salmon in France is very limited and there is a good demand for frozen salmon. Fairly large quantities could be disposed of if Canadian shippers could meet the requirements of the market. The French market

requires fish of a small size, preferably between 5 and 8 pounds and of a good colour. So far the Steelhead is the only variety which has met with the complete approval of local importers, but if Red Spring or Silverside could be supplied in the desired size, or nearly so, these would no doubt be accepted.

The French market will only buy salmon "round"—that is, with the head and insides intact. The reason for this is that most of the salmon is sold whole to restaurants and hotels, who like to show the fish to their clients before serving it. This makes it necessary that orders be transmitted to Canada before the catch is made.

The development of the frozen salmon industry on the Pacific coast and the improved facilities for shipping to France make it reasonable to expect that larger quantities of Canadian frozen salmon will find their way to France from now on.

The abundant supply of most varieties of fresh fish make it very unlikely that other kinds of frozen fish could ever be sold in France, and importers have shown very little interest so far.

SMOKED FISH

The consumption of smoked fish in France is quite limited and the supply is adequate to the demand.

SALTED FISH

There is a considerable demand for salted cod, especially in the Lenten season, and in spite of the large production of the French deep-sea fisheries, fairly important quantities are imported from Norway when a shortage occurs. Both the quantities imported and prices paid vary greatly with the state of the market and the demand would at best be irregular.

Local importers who were interviewed on the subject were quite interested owing to the smaller production and higher prices which prevailed last year when large quantities were imported from Norway.

The French market imports cod in the green state—that is, cleaned and salted but not submitted to a drying process. The Canadian Trade Commissioner in Paris would be interested to receive prices c.i.f. Bordeaux on the following sizes: large, 4 pounds and over; medium, between 2 and 3 pounds; small, less than 2 pounds.

Reliable agents could be found to undertake the introduction of Canadian cod on the French market, and a few local importers have already signified their willingness to take a trial shipment, providing prices are not too much out of line and the above requirements can be met.

CONCLUSION

There seems to be a possibility of increasing Canada's exports of fishery products to France, especially canned lobster and frozen salmon, and Canadian exporters who are interested would do well to communicate with the Canadian Trade Commissioner in Paris, submitting c.i.f. prices and all other necessary information. This office will gladly place them in contact with French importers and help them in the selection of a suitable agent.

WASHING MACHINES IN HOLLAND

LESTER S. GLASS, ACTING TRADE COMMISSIONER

[One florin equals 40 cents Canadian]

Rotterdam, March 1, 1930.—The population of Holland is estimated at 7,850,000. Less than 2 per cent of the population has an income of \$2,000 a year or over. The utilization of machinery for household purposes, such as washing machines, no matter what their saving of time and labour may be, is therefore beyond the reach of all but an insignificant minority of the population.

HAND WASHING

As far as the labouring classes are concerned, it is estimated that 75 per cent of the washing is done at home, chiefly in ordinary wooden washing tubs which cost from 4 fl. (\$1.60) to 7 fl. (\$2.80) each and are made locally. These may be hired for 10 cents (\$0.04) a day, and it is possible at the same time to pay for a supply of hot water. The remainder carry their linen to public wash-houses where tubs and wringers may be hired as well as drying accommodation. Electric washing machines are practically unknown to them. As regards the middle and wealthy classes, it is estimated that about 15 per cent use washing machines operated either entirely or partly by mechanical means, 10 per cent use hand-operated machines, and 5 per cent the ordinary washing tub. The remaining 70 per cent send their linen to the laundries.

HAND-OPERATED MACHINES

There is a steady though small demand for hand-operated washing machines. There are six makes on the market. These are as follows, with the retail prices for each:—

(1) The "Velo" (Dutch), sold at 55 fl.; (2) The "Hollandia," sold at 52.50 fl.; (3) The "Macvis" (Dutch), sold at from 47.50 to 49.50 fl.; (4) The "Heil" (German), sold at 17.50 fl.; (5) The "Constantia" (German), sold at 21 fl.; and (6) The "Krauss" (German), sold at 40, 45.90, and 57.75 fl.

The cheaper machines at 17.50 fl. (\$7) and 21 fl. (\$8.40) are of a type more or less peculiar to Holland. Many of the Dutch houses have a very small stove, closely resembling the Canadian hot plate, upon which is set the washing machine. Thus the water is constantly heated by the stove while the operation of washing is carried out.

ELECTRIC MACHINES

Approximately 70 per cent of the population of Holland are served by electricity and the cost is well above the average in Canada. There is also the difficulty of non-unification and standardization of the electrical supply. In the four main districts of Holland, Rotterdam, Amsterdam, The Hague and Utrecht, the following domestic currents are supplied: Rotterdam, 220 volts A.C. and D.C.; Amsterdam, 220 volts A.C.; The Hague, 120 volts A.C.; Utrecht, 120 volts A.C. and 220 volts D.C. Throughout Holland 50 cycles is the rule.

In Holland the products of eight manufacturers maintain a fairly active demand. Among these are the following with prices: (1) The "Orion" of German manufacture, selling from 85 to 125 fl. (\$34 to \$50); (2) The "Acta," also of German manufacture, sold at 125 fl. (\$50) for a machine with a capacity of 100 litres; (3) The "Morison" made in Antwerp, which sells for 190 fl. (\$76) for a machine with a capacity of 120 litres (has a motor of $\frac{1}{4}$ h.p.); (4) The "E.H.W.M." of Dutch manufacture, which sells at 145 fl. (\$58) and has a capacity of some 180 litres; (5) The "Hollandia," manufactured in Belgium by a Dutch firm, which costs from 125 fl. to 135 fl. (\$50 to \$54).

Some attempt has been made to introduce a well-known American machine, but it has not been attended with any success; the price, 550 fl. (\$220), is far too high to be competitive. One Canadian machine has secured some sales on this market.

WATER-POWER MACHINES

It has been impossible to find a single example of a water-power machine on sale in Holland, and indeed their use is prohibited in certain districts. This is readily understood when the topography of the country is considered. The country is extremely flat and very low, in many cases well below sea-level. The

drainage and sewage problems are very difficult, as are those of water supply with any great degree of power. Water is supplied on a meter basis, and would be extremely expensive if used as motive power for the washing machine.

COMPETITION

Competition is principally from Germany. German manufacturers have their representatives and travellers who make visits to the retail shops; extended terms are granted to retailers up to 90 days, and it is thus possible for the retailer to grant terms to his customers. Machines in many cases will be placed on trial for sale or return. All these factors must be borne in mind by Canadian firms who contemplate an entry into the Dutch market. Owing to the contiguity of Germany with Holland, Dutch wholesale houses, importers, and even retailers can secure immediate delivery and constant service.

SALES METHODS

As a general rule, it may be taken that in Holland direct sales methods are employed by retailers—that is, the products are sold over the counter on a cash basis or, in the case of customers known to the shop, on 30 days' credit. Selling on the instalment plan has not been attended with the same degree of success that it has in Canada, although it is slowly making headway and is now embracing many household commodities. In Holland the creation of a demand for any particular product or brand is in the hands of the public; there are no intensive sales campaigns; retailers do not "push" their goods. Only in the case of a few very progressive houses is advertising undertaken. There is strong competition between German and Dutch machines which are already on the market and the names of which are well known to every housewife, particularly as advertising is included in the sales program of German manufacturers. The obtaining of a good agent and advertising would be necessary to the introduction of a new make on this market.

As a rule, washing machines imported into Holland pay 5 per cent ad valorem. All countries compete on a basis of equality.

Consignment shipments to Holland are common; the usual credits are from 30 to 90 days.

GREEK ECONOMIC AND COMMERCIAL SITUATION IN 1929

HENRI TURCOT, CANADIAN TRADE COMMISSIONER

Athens, February 28, 1930.—Although the past year cannot be said to have been one of striking prosperity in Greece, both exports and imports increased; agricultural and industrial production, bank deposits, customs returns, and shipping tonnage all reached higher figures; the State budget disclosed a surplus; no fresh internal or external borrowings were contracted; paper issues were maintained below statutory cover; and finally, the general index number of the cost of living showed a slight improvement. It must be admitted, however, that certain disturbing factors have been noticeable for some time past—the difficulties experienced by merchants in meeting their engagements, the rarity of cash sales, the increase in the number of failures, and a restriction of capital in circulation. These may be regarded as the result of the new situation created by the stabilization of the Greek currency, the excessive growth in the number of merchants and of business enterprises of every sort, and high taxation.

One of the first consequences of the stabilization of the drachma has been a complete elimination of the profits derived by Greek concerns from fluctuations in exchange; it has also put an end to the spirit of lavishness which the

fictitious prosperity of the years of inflation had caused to prevail amongst consumers. Besides, the great number of business and industrial enterprises which came into existence during the period of inflation, and which was further increased at the time of the influx of the refugees from Asia Minor, has necessarily brought about a more extensive division of business profits and initiated at the same time a restriction of capital in circulation. Failures were more numerous, but they cannot be said to have affected the commercial outlook of the country to a great extent, as except for a few notable cases they concerned more particularly small firms which offered only a weak resistance, owing to lack of financial means or to deficiency in organization and business methods.

Divers measures are proposed to alleviate the situation. Amongst these may be cited a reduction of taxes, more extensive credits granted by banking institutions to commerce and industry, and consolidation of the smaller plants in industry.

In spite of the difficulties encountered, it is believed that the country has definitely entered a period of convalescence from the evils which followed the Greek wars, and this convalescence is greatly facilitated by a political stability; the drastic financial policy and progressive measures of the Government which have enhanced the international credit of the country; the stabilization of exchange (May, 1928), which after all has brought about sounder conditions and greater security in all foreign transactions; the transfer to Athens and Piræus of a large share of the trade, industry, and shipping previously carried on in Constantinople and Smyrna; and finally, by the presence of the refugees who, after having imposed at the outset a heavy burden on the nation, are now proving to be a valuable asset for the country. It must be added, however, that Greece's heavy imports of cereals and foreign indebtedness are adverse factors which have an important bearing on the general economic situation, but the Government both appreciate and understand the necessity of making as soon as possible the country self-supporting in the matter of cereals, and of rapidly amortizing the external debt. The drastic constructive policy of the Government promises well for the economic future of Greece, provided that political stability continues to prevail.

There is no doubt that the market will adjust itself at no distant date, and if the difficulties which at present exist have had the result of eliminating a large number of small and financially unsound commercial and industrial concerns they will have served a good purpose.

PUBLIC FINANCE

The Budget for 1930-31, which has recently been presented by the Minister of Finance at the Chamber of Deputies, and that for 1929-30 were made up as follows:—

	1930-31 In Million Drachmae*	1929-30 In Million Drachmae*
Estimated revenue	10,534	9,855
Estimated expenditure	10,525	9,657
Estimated surplus	9	198

The actual surplus derived from the budgets for fiscal year 1928-29 and 1929-30 respectively stood at 543,000,000 and 673,000,000 drachmae. The 1928-29 surplus is to be utilized for the erection of schools, the application of the Government's agricultural program, the purchase of two destroyers, and for other needs of an urgent nature, whilst the 1929-30 surplus, together with the proceeds of the Tripartite Loan, forming a sum of 1,163,000,000 drachmae, are designed for productive works, the construction of dwellings for the refugees,

* Paper drachmae are referred to in this report; approximately 76 paper drachmae are equal to one dollar, Canadian currency.

and the development of aviation. It is to be noted that fiscal taxes have not been increased in the past three years.

The public debt amounted on September 30, 1929, to £101,000,000 sterling, or £16 7s. per capita, whilst the service of the public debt represents £8,810,000 per annum, or £1 11s. 6d. per head of population. The service of foreign loans is guaranteed and looked after by the International Finance Commission, but the Government this year spontaneously announced extra heavy amortizations—a policy which will be followed in the future if conditions permit.

Some tax reductions were effected. In addition to a decrease of 20 per cent on the professional tax and on the supplementary tax on net revenue, a decision has been taken by the Government to reduce by 20 per cent the rate of tax on building property and of stamp duty on interest. No taxes on agricultural produce will be collected for a period of two years. The tax on goats, sheep, and pigs has been lowered by 20 per cent, and the export tax on olive oil by 25 per cent. The total tax reductions from agriculture are placed at about 200,000,000 drachmae.

COST OF LIVING

A slight decrease was observed in the cost of living during the past year as compared with 1928, yet it was higher than in 1927, as is indicated by the cost of living index figures, which were for 1927, 1928, and 1929 respectively 1790, 1868, and 1,845 (1914 = 100).

AGRICULTURE

Agriculture, which is the principal source of revenue in Greece, takes greater importance from year to year. No efforts are being spared to render the country self-supporting in agricultural produce. A credit institution (Agricultural Bank), with numerous branches throughout the country, has recently been organized for the purpose of advancing loans to the farmers at low interest on their purchases of seeds, machinery, etc.; vast areas of land are being reclaimed; a network of arterial roads is being built; facilities are being extended on the import of agricultural machinery and implements; export duties on agricultural products have been reduced; agricultural associations have been formed even in the smallest villages; and technical instruction is given to the peasant farmers. The net results of these measures are that larger areas are under cultivation, better methods are employed, and agricultural production shows increases. The production of cereals amounted in 1929 to 742,890,600 kilograms* and represented an increase of 13.07 per cent over the 1928 crops. The total amount of wheat produced reached 380,513,300 kilograms as compared with 356,129,600 kilograms in the previous year. The area sown to cereals was larger in 1929 than in 1928, and had it not been for damage which resulted from a severe winter and long summer droughts in some regions, the yield would have been considerably greater than in the preceding year. Some of the other crops were also adversely affected by climatic conditions, but on the whole it cannot be said that in the matter of agricultural produce 1929 was a bad year for Greece.

The principal crops grown in this country are cereals, tobacco, vegetables, cotton, fodder plants, currants, sultanas and grapes, fruit, olives, almonds, and mulberry trees for the silkworm.

INDUSTRY

During the past year Greek industry continued improving and extending its technical installations, whilst new enterprises were established, including two plants for the manufacture of rubber goods. The constant increase in imports

* 1 kilogram is equal to 2.2 pounds.

of combustible materials would point to the industrial development of the country, but this development is noticed especially in extractive industries, manufacturing industries, except for cotton and silk mills and cigarette factories, being still more or less in their infancy. Some small industrial concerns, as a result of the stabilization of the Greek currency and high taxation, have had in the past year to face serious financial difficulties and failure; on the other hand, large concerns in general fared quite well.

Greek industrial activities are represented by metallurgical and mechanical industries, building trades, textile and chemical industries, alimentary products, leather, paper, electricity. No figures of industrial production in 1929 are available.

SHIPPING

The movement of ships in Greek ports during 1929 showed improvement. According to the statistics available, 3,531 vessels of a gross tonnage of 5,528,416 entered Greek ports as compared with 3,114 vessels of a gross tonnage of 4,696,957 in 1928. Vessels of Greek, Italian and British registry which called at the Greek ports during the past year stood as follows: Greek, 1,086 (1,052,925 tons); Italian, 987 (2,051,620 tons); and British, 387 (823,561 tons). Piraeus occupied first rank with 1,852 vessels, Patras second with 360, and Salonica third with 193.

The Greek mercantile marine indicates progress. The statistics for 1927, 1928 and the nine months ended September 30, 1929, are as follows:—

Year	Steamers	Tonnage	Sailing Vessels	Tonnage	Total No.	Total Tonnage
1927	504	1,111,052	726	58,684	1,230	1,169,736
1928	528	1,256,965	729	58,508	1,257	1,315,473
1929 (Jan.-Sept. . .	535	1,304,844	719	57,980	1,254	1,362,824

FOREIGN TRADE

Imports into Greece amounted to 2,744,698 metric tons valued at 13,275,531,000 drachmae, as against 2,359,156 metric tons estimated at 12,409,122,000 drachmae in the previous year; exports totalled 748,743 metric tons amounting to 6,985,196,000 drachmae, as against 645,493 metric tons valued at 6,282,075,000 drachmae. The Greek balance of trade, which is always unfavourable, was in the past two years largely offset by such invisible exports as the Greek mercantile marine freights, remittances from Greek emigrants, and returns from the tourist trade.

The principal commodities imported into and exported from Greece in 1929 and 1928 were the following, quantity and value being given:—

Imports

Commodity	1929		1928	
	Metric Tons	1,000 Drachmae	Metric Tons	1,000 Drachmae
Livestock and fishery	34,692	1,105,923	32,011	1,005,882
Agricultural products	786,928	3,551,007	646,757	3,149,321
Vegetable products and colonial goods	31,345	344,694	24,670	308,062
Oils and oil seeds	58,523	171,262	35,437	182,951
Spirituous drinks	3,367	35,592	2,968	31,575
Sugar and confectionery products . .	67,074	364,217	64,614	492,562
Leather and leather goods, skins . . .	6,399	355,715	5,054	286,672
Forest products—Articles in wood . .	355,853	657,973	291,696	535,356
Minerals	1,114,365	1,268,622	976,105	1,338,998
Metals and metal goods	163,843	1,482,848	152,812	1,380,847
Pottery and glassware	26,577	141,316	18,331	117,096
Chemical and pharmaceutical products	54,631	442,064	41,795	328,062
Perfumery and soap	296	28,161	262	25,464
Colours and tanning matter	9,399	108,707	8,108	97,492
Paper and paper goods	25,057	211,252	23,908	270,431
Textiles	24,188	2,058,411	24,051	2,007,811

Exports

Commodity	1929		1928	
	Metric Tons	1,000 Drachmae	Metric Tons	1,000 Drachmae
Leaf tobacco	50,055	3,948,553	48,903	3,211,897
Wines	131,664	567,837	122,551	492,822
Currants	68,812	876,350	79,463	959,725
Dried figs	16,870	104,039	14,560	90,643
Fresh fruit	4,344	33,937	4,531	22,236
Olive oil	12,176	249,571	7,581	144,750
Sultanas	15,085	178,347	15,303	161,985
Grapes	8,212	32,162	5,912	14,743
Olives	12,485	161,562	8,691	98,078

The principal Greek imports are wheat, textiles, coal, hardware, earthenware, motor vehicles, agricultural, electric and industrial machinery. Imports of wheat amounted in 1929 to 597,909 metric tons as compared with 475,992 metric tons in 1928, and those of wheat flour to 31,222 metric tons in 1929 as against 49,124 metric tons in the preceding year.

Greek exports of wine, olive oil, olives, and leaf tobacco showed appreciable increases in the past year as compared with 1928.

The main sources of importation into and export from Greece are the following:—

Country	1929		1928	
	Imports	Exports In Thousands of Drachmae	Imports	Exports
Egypt	257,656	307,208	267,223	263,345
Austria	153,592	177,307	118,646	88,354
Belgium	486,794	228,124	506,150	155,916
Bulgaria	243,644	29,717	254,394	24,142
France	902,380	424,655	867,296	314,168
Germany	1,249,366	1,614,089	1,071,171	1,627,444
Jugoslavia	792,791	31,639	605,453	39,027
Switzerland	123,094	14,188	129,013	9,729
United States	2,090,933	1,114,048	1,957,454	1,256,219
Spain	21,481	683	12,886	1,220
Italy	739,232	1,277,981	645,895	1,038,638
Canada	719,070	1,950	884,989	5,272
Netherlands	269,893	296,530	210,532	282,620
United Kingdom	1,663,277	826,280	1,795,426	827,570
Norway	35,789	17,944	33,459	3,232
Hungary	239,556	21,645	108,810	21,077
Roumania	885,842	96,872	796,990	56,658
Russia	279,897	5,117	339,586	1,706
Sweden	138,804	233,070	118,916	40,758
Turkey	339,054	13,620	259,048	19,390
Czechoslovakia	458,561	77,414	479,245	78,786
Other countries	1,184,825	175,115	946,540	126,804
Total	13,275,531	6,985,196	12,409,122	6,282,075

The United States was the principal source of supply in 1929, followed by the United Kingdom, Germany, France, Roumania, Jugoslavia, Italy, and Canada. Greece's best customers were (in order of importance) Germany, Italy, the United States, the United Kingdom, and France.

CANADIAN TRADE WITH GREECE

According to the figures furnished to this office by the Ministry of National Economy, imports into Greece from Canada in 1929 were valued at 719,070,827 drachmae (\$9,587,611) as compared with 884,989,437 drachmae (\$11,799,859) in 1928. Exports to Canada from Greece amounted for these two years to 1,950,390 drachmae (\$26,005) and 5,272,780 drachmae (\$70,303) respectively. In other words, imports from Canada decreased by 165,918,610 drachmae (\$2,212,248), and exports to Canada by 3,322,390 drachmae (\$44,298). The decline in imports from Canada in 1929 may be accounted for almost entirely by the fall in purchases of wheat and flour.

The value of the chief Canadian products imported into Greece in 1929 (the figures for 1928 being within parentheses), were in order of importance (in drachmae): wheat, 680,337,660 (817,246,330); flour, 6,853,290 (24,271,300); fish, 30,146,687 (39,026,000); agricultural machinery, 987,500 (2,879,600); wood-pulp, 238,000 (305,000); jute bags, 199,750 (601,655).

The principal exports from Greece to the Dominion in 1929 (the figures within parentheses being for 1928) were (in drachmae): currants, 578,000 (4,740,000); olives, 600,730 (228,180); and spirituous drinks, 264,160 (80,200).

The following tables give the values converted into dollars, of the principal imports into Greece from Canada and of exports to the Dominion from Greece for the years 1929 and 1928, the figures given in the Greek statistics on Canada including those for Newfoundland:—

Imports into Greece from Canada

Commodity	1929 In Canadian Dollars	1928
Fish	401,955	520,350
Wheat	9,071,168	10,896,617
Wheat flour	91,377	323,617
Spirituous drinks	53	60
Timber	2,160	26
Agricultural machinery	13,166	38,394
Batteries, storage	533	520
Woodpulp	3,173	4,066
Jute bags	2,663	8,022
Motor vehicles . . . . .	.....	5,266

Exports from Greece to Canada

Currants	7,706	63,200
Olives	8,009	3,042
Spirituous drinks	3,522	1,069
Raw hides	6,265	133

CONCLUSION

Although not passing through an economic crisis, Greece is experiencing, as a result of the stabilization of the drachma and high taxation, some difficulties which affect more particularly small concerns financially weak, of which there are a great number in the country. Canadian exporters, before concluding business arrangements with Greek firms should obtain full information on their standing from reliable sources. This is not to say that Canadian concerns should refrain at the moment from endeavouring to enter this market, although it is realized that in many cases facilities have to be granted and that the lack of direct communications and the absence of a trade agreement with Greece are hindrances to the development of trade.

CUBAN MARKET FOR DRIED FISH

ENRIQUE HEYMANN, OFFICE OF THE CANADIAN TRADE COMMISSIONER

Havana, March 15, 1930.—The demand for cured herrings continues to be light on account of the continued uncertainty of the sugar grinding. The approximate stock of this fish in Havana is around 3,000 cases, and the c.i.f. price is from 95 cents to \$1 per case of 18 pounds net. Supplies are moderate, and there is no movement in prospect from Norway or the United States.

The approximate stock of Norwegian codfish at the present time is around 15,500 cases; the c.i.f. price is from \$9.75 to \$10.25 per case of 45 kilos each net weight. Supplies and demand are heavy, and prospects are very good, owing not only to the increase in price but owing to the fact that importers are laying in stocks.

The approximate amount of codfish in stock in Santiago de Cuba is stated to be 2,200 casks. Canadian codfish quotations are (per cask of 128 pounds net): first-class fish, \$12.50; second-class fish, \$12.

There are no stocks and no demand at the present time for pollock, haddock and hake.

Stocks of herrings are estimated at 1,250 boxes. The demand is moderate and prospects uncertain. Herrings in boxes of 18 pounds net are quoted as follows:—\$1.05 from Canada, \$1.02 from the United States.

ANNUAL TRADE FAIR OF ECUADOR

G. R. STEVENS, CANADIAN TRADE COMMISSIONER

Lima, Peru, February 26, 1930.—The Sixth Annual International Fair of Ecuador will be held in Quito from May 10 to May 18 of this year. The fair synchronizes with the celebrations of the Centenary of Ecuadorean Independence, and this circumstance lends special significance to this year's undertaking. The fair is promoted on much the same lines as Canadian exhibitions, and is extensively used by foreign firms for advertising purposes. It is sponsored by the Ecuadorean Government, and official awards are made to the various exhibits.

In case any Canadian firm should be interested, a copy of the regulations covering the exhibitions of foreign merchandise is obtainable from the Department of Trade and Commerce, Ottawa, on application (quoting file No. 23928). If any Canadian firm wishes to exhibit, the Canadian Trade Commissioner at Lima would be pleased to make the necessary arrangements to give a pre-estimate of the cost involved.

The Canadian Trade Commissioner at Lima proposes to attend this fair, and will be pleased to undertake, during his visit to Ecuador, any commissions in connection with the sale of Canadian products in that country.

GERMAN COMPULSORY MILLING OF DOMESTIC WHEAT

L. D. WILGRESS, CANADIAN TRADE COMMISSIONER

Hamburg, March 1, 1930.—The German Government have issued the fourth decree regarding the milling of domestic wheat. This decree is dated February 26, 1930, and provides that all mills in the German Customs territory which mill foreign wheat shall in the month of March, 1930, grind at least 50 per cent domestic wheat out of the total quantity of wheat which they mill during the month in question.

The effect of the above decree is to continue for the month of March the compulsory milling percentage of 50, which has been effective for several months.

JAMAICAN INVOICE REQUIREMENTS

The Department of Trade and Commerce has reprinted in leaflet form the information which appeared in the *Commercial Intelligence Journal* of February 22, 1930, page 303, relative to invoice requirements of Jamaica. Interested Canadian firms may obtain copies on application to the Department at Ottawa.

SOUTH AFRICAN-RHODESIAN CUSTOMS CONVENTION RENEWED

C. S. BISSETT, CANADIAN TRADE COMMISSIONER

Cape Town, February 10, 1930.—As reported in *Commercial Intelligence Journal* No. 1346 (November 16, 1929), the Customs Convention between the Union of South Africa, Southern Rhodesia, and Northern Rhodesia, which had been in force for many years, was to end on December 31, 1929. The conference called in October, 1929, to renew the Convention failed to agree on terms suitable to all three parties, with the result that the Union and Southern Rhodesia decided to operate thereafter as separate Customs areas, each having complete fiscal independence. The Union and Northern Rhodesia, however, decided to continue the previous arrangement until further notice.

The disadvantages from the breakdown appeared so great as to arouse agitation for renewal of the conference. This second meeting was successful, and the continuance of the Customs union is assured. In the case of Northern Rhodesia the agreement affects only the Zambesi Basin, the Congo Basin area being controlled by the Congo Basin Agreement. (See *Commercial Intelligence Journal* No. 1220, of June 18, 1927, page 136.)

The general purpose of the agreement is to ensure free trade among the three states, except in certain stated commodities.

THE OLD AGREEMENT

The main clauses in the old agreement were:—

(1) Goods produced or manufactured in the territory of one member were to enter the territory of any other free of duty. In lieu of customs duty, a payment of 6 per cent of the invoice value of the goods was to be paid from general revenue by the Treasury of the exporting country to the Treasury of the importing country.

(2) Goods imported from whatever source, either British or foreign, into the territory of one member and subsequently exported ex open stocks to the territory of another, were also to enter free of duty, but in lieu of customs duty a payment of 12 per cent was to be made as above.

NEW ARRANGEMENTS

The Rhodesias considered that a payment of 6 per cent on Union products was inadequate and demanded a payment of 9 per cent (i.e. the same as the normal British preferential rate in their tariffs). This was refused, but the last conference compromised at 12 per cent on all items in Class 1 in the Union trade returns (animals, agricultural and pastoral products and foodstuffs), and at 6 per cent on items in the remaining classes.

As to the treatment of goods at first imported into one territory and then re-exported to another, the old flat rate of 12 per cent paid by the original importing member to the member into whose territory the goods were re-exported is now abolished in favour of an arrangement whereby each member is protected to the extent of its own rates of duty, whether the goods are directly imported or not.

Hereafter the Union will pay over to the Rhodesias the full amount of the duty which was paid when the goods were imported into the Union, at Union tariff rates (less the expenses of collection). Where the Union duty already paid on the goods is less than the Rhodesian duty (which would have been paid if the goods had been imported direct into Rhodesia) the Union Government will collect the difference before the goods are forwarded and pay it over to Rhodesia. The Rhodesias will act in a similar manner with goods re-exported from open stocks to the Union. Moreover, where Rhodesian duties are lower than those under the Union tariff (particularly on British goods), it will encourage direct

importation into Rhodesia, thereby making the Rhodesian preferences of some value and also working to the benefit of the Rhodesian importer who wishes to import direct.

ADVANTAGE TO CANADA

The abolition of the payment of 12 per cent on imported goods which have been re-exported from open stocks to another member's territory is of interest to Canada. Most of this entrepôt trade originated in the Union. Whereas the general customs duty rate on foreign goods entering the Rhodesias is 20 per cent ad valorem, they received only 12 per cent from the Union Government. Furthermore, the South African duty on certain foreign products is lower than the Rhodesian and the object of the Rhodesian preferential tariff (the Rhodes Clause) was being defeated. South African (Union) preferences are confined to comparatively few commodities, and by this clause in the old agreement foreign countries were practically on a basis of equality with Empire countries in the Rhodesian market by reason of Rhodesian importers having been able to draw ex-Union stocks free of duty, whether the goods were foreign or British.

SPECIAL PROVISIONS

Certain exceptions to the free trade principle have been agreed upon, notably in respect of scrub cattle, tobacco, ales, wines and spirits, and motor cars. The latter item only is of interest to Canada. Motor vehicles of South African manufacture entering Southern Rhodesia will be dutiable at the lowest rates chargeable when imported from other British dominions (except Great Britain, which has a special rate), less a rebate of 10 per cent; whereas they will enter Northern Rhodesia free of duty.

As hitherto, Rhodesia will continue to import goods direct from overseas, including goods in bond shipped via the Union and vice versa. In such case the normal Rhodesian duties will apply.

The agreement is to come into force on July 1, 1930 (the old agreement continuing in force meanwhile), and shall continue in force until June 30, 1932, and thereafter automatically for periods of twelve months, subject to denouncement before December 31 in any year after 1930, such denouncement to have effect on June 30 in the following year.

TARIFF CHANGES AND CUSTOMS REGULATIONS

South Africa Increases Wheat and Flour Duties

Mr. C. S. Bissett, Canadian Trade Commissioner at Capetown, cables that increased duties on wheat and flour which became operative on January 17, 1930 (see *Commercial Intelligence Journal* No. 1357, February 1, 1930, page 202), have been altered again. The following table shows the changes as indicated in the cabled report:—

	Maximum Duty Per 100 Lb.	Minimum Duty
Wheat in the grain—		
Old rates	1s. 7d.	1s. 5d.
Rates effective January 17, 1930	2s. 2d.	2s. 0d.
New rates effective March 19, 1930	2s. 8d.	2s. 6d.
Rates after June 30, 1930	2s. 2d.	2s. 0d.
suspended duty	6d.	6d.
Flour—		
Old rates	3s. 8d.	3s. 4d.
Rates effective January 17, 1930	4s. 4d.	4s. 0d.
New rates effective March 19, 1930	5s. 8d.	5s. 4d.
Rates after June 30, 1930	5s. 0d.	4s. 8d.
suspended duty	8d.	8d.

The suspended duty which is provided after June 30, 1930, may be brought into force by proclamation.

The minimum rates of duty are accorded Canadian wheat and flour entering South Africa.

Proposed Changes in German Grain and Flour Duties

Mr. L. D. Wilgress, Canadian Trade Commissioner in Hamburg, cables that a new German Government tariff proposal involves increase of the maximum duty on wheat to 12 marks per 100 kilograms and the protection span for flour to 5.25 marks. It is proposed to introduce a variable duty on oats between 4 marks and 12 marks per 100 kg., and on barley between 2 marks and 10 marks per 100 kg. The proposed changes on wheat, oats, and barley are to be effective only until December 31, 1930.

A law effective December 31, 1929, stated that if movements in the price of wheat render it necessary the Government would reduce the customs duty on wheat to not less than 3.50 marks per 100 kg. or increase the duty to not more than 9.50 marks per 100 kg. As from January 20, 1930, the duty became 9.50 marks per 100 kg. Under this law the duty on flour became one and one-half times the duty on wheat plus 4.25 marks per 100 kg., the duty on oats 8 marks per 100 kg., and on barley (other than for cattle feed) 9 marks.

The mark equals 23.8 cents Canadian, and 100 kg. equals 220 pounds.

Belgian Wheat and Flour Regulations

Mr J J. Guay, Canadian Trade Commissioner in Brussels, writes under date February 27, 1930, that a royal decree dated January 20, 1930, has been issued by the Belgian Ministry of Agriculture, which provides that the import and transit of wheat and wheat flour is to be subject to a special authorization to be granted by the Ministry of Agriculture.

In accordance with information obtained by this office from the Belgian Ministry of Agriculture, shipments of wheat and wheat flour imported direct from an extra-European port to a Belgian port, without transshipment at another European port, are exempt from the formality of obtaining a special authorization, provided that the origin of the goods is clearly established by the bills of lading.

As a result, Canadian wheat and wheat flour shipped direct from Canada to Belgium are not subject to the above-mentioned regulation.

TENDERS INVITED

New Zealand

Copies of specifications have been received from Mr. C. M. Croft, Canadian Trade Commissioner at Auckland, for equipment required by the Post and Telegraph Department and the Public Works Department, Wellington. Tenders should be addressed to the Secretary, Post and Telegraph Department, and the Secretary, Public Works Supplies and Tenders Committee, Wellington, in accordance with these specifications. Particulars are as follows:—

Post and Telegraph Department.—500 cords, 4 conductor, operators, to specification. (Tenders close April 15.)

Public Works Department.—1,250 suspension insulator strings, complete with fittings as specified. (Tenders close June 24.) Three three-phase earthing transformers. (Tenders close July 8.)

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING MARCH 24

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending March 24, 1930, with the official bank rate. Quotations for the week ending March 17, 1930, are also given for the sake of comparison.

Country	Unit	Parity	Nominal Quotations in Montreal Week ending March 17	Nominal Quotations in Montreal Week ending March 24	Official Bank Rate
Austria	Schilling	.1407	\$.1426	\$.1425	6½
Belgium	Belga	.1390	.1392	.1395	3½
Bulgaria	Lev	.0072	.0072	.0072	10
Czechoslovakia	Krone	.0296	.0296	.0296	5
Denmark	Krone	.2680	.2679	.2680	4½
Finland	Markka	.0252	.0252	.0252	7
France	Franc	.0392	.0391	.0391	3
Germany	Reichsmark	.2382	.2387	.2387	5½
Great Britain	Pound	4.8666	4.8671	4.8681	3½
Greece	Drachma	.0130	.0130	.0130	9
Holland	Guilder	.4020	.4013	.4013	3½
Hungary	Pengo	.1749	.1751	.1750	6½
Italy	Lira	.0526	.0524	.0523	6½
Jugo-Slavia	Dinar	.1930	.0176	.0176	6
Norway	Krone	.2680	.2678	.2678	4½
Portugal	Escudo	1.0805	.0450	.0450	8
Roumania	Leu	.0060	.0060	.0060	9
Spain	Peseta	.1263	.1263	.1252	5½
Sweden	Krona	.2680	.2687	.2689	4
Switzerland	Franc	.1930	.1937	.1937	3½
United States	Dollar	1.00	1.001	1.0000	3½
Argentina	Peso (Paper)	.4244	.3754	.3812	—
Brazil	Milreis	.1196	.1151	.1170	—
Chile	Peso	.1217	.1211	.1210	6
Colombia	Peso	.9733	.9685	.9675	9
Mexico	Peso	.4985	.4986	.4762	6-7
Peru	Sol	.40	.4004	.4000	7
Venezuela	Bolivar	.1930	.1927	.1925	—
Uruguay	Peso	1.0342	.8834	.8950	—
Cuba	Peso	1.0000	1.0007	.9993	—
Java	Guilder	.4020	.4019	.4015	4½
Shanghai	Tael	.4780	.4780	.4787	—
India	Ruppee	.3650	.3641	.3637	7
Japan	Yen	.4985	.4949	.4950	5.48
Siam	Baht (Tical)	.4424	.4529	.4525	—
Straits Settlements	Dollar	.5678	.5618	.5612	—
Jamaica	Pound	4.8666	4.8678	4.8650	—
Hongkong	Dollar	.3764	.3764	.3800	—
British Guiana	\$	1.0000	1.00⅞—1.01⅞	1.00⅞—1.01⅞	—
Barbados	\$	1.0000	1.00⅞—1.01⅞	1.00⅞—1.01⅞	—
Trinidad	\$	1.0000	1.00⅞—1.01⅞	1.00⅞—1.01⅞	—
Other British West Indies	\$	1.0000	1.00⅞—1.01⅞	1.00⅞—1.01⅞	—
Martinique	Franc	.0392	.0391	.0392	—
Guadeloupe	Franc	.0392	.0391	.0392	—

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT KINGSTON, BELLEVILLE, PETERBOROUGH, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.); AND THE MARITIME PROVINCES TRADE COMMISSION, TORONTO.

Foodstuffs

301. TINNED LOBSTERS.—Firm of commission agents in Athens desire to hear from Canadian exporter of tinned lobsters.

302. **CANNED LOBSTER.**—A North of England firm familiar with the lobster trade are open to hear direct from Canadian exporters not already represented on this market with a view to acting as agents.

303. **FISHMEAL.**—Amsterdam firm desires samples, analyses, and quotations preferably c.i.f. Rotterdam or Amsterdam, on white fish meal.

304. **LOBSTER SHELL.**—A firm in Hamburg, Germany, would like to receive offers from Canadian firms in a position to export lobster meal and crushed lobster shell.

305. **MALTING BARLEY.**—A Liverpool firm specializing in malting barley would be interested in establishing contact with any Canadian exporters with a view to ultimately representing them in the British market for the sale of Canadian barleys suitable for malting purposes.

306. **WHEAT.**—Firm of commission agents in Salonica, Greece, already representing Canadian flour miller, desire to get in touch with exporter of wheat, especially Manitoba No. 3.

Miscellaneous

307. **SILK HOSIERY.**—A Baghdad firm are anxious to secure a connection with a Canadian exporter of silk hosiery.

308. **HARDWARE AND KINDRED LINES.**—A distributing firm, with thirty years' experience, and having offices and warehouses in Liverpool and London, with a travelling staff covering the country from both centres, are desirous of representing Canadian houses in hardware and kindred lines for both Great Britain and Ireland.

309. **CASKET HANDLES.**—A North of England firm of distributors of undertakers' supplies wish to get in touch with Canadian manufacturers of casket handles and wish catalogues and full particulars, including delivered prices.

310. **STEEL ANVILS.**—An import firm in Batavia, Java, are desirous of securing a source of supply for all-steel (cast steel) or else steel-face anvils.

Canadian exporters should, for follow-up purposes, send a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which it emanated.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Halifax

To LIVERPOOL.—Newfoundland, April 12; Nova Scotia, April 29—both Furness Line; Baltic, April 7; Dorelian, April 14; Albertic, April 21—all White Star Line; Manchester Citizen, April 7; Manchester Exporter, April 21—both Manchester Line; Andania, Cunard Line, March 31.

To LONDON.—Napierian, March 31; Megantic, April 12; Missouri April 30—all White Star Line; Alania, Cunard Line, April 7.

To MANCHESTER.—Manchester Citizen, April 7; Manchester Exporter, April 21—both Manchester Line; Dorelian, White Star Line, April 14.

To SOUTHAMPTON.—Megantic, White Star Line, April 12.

To GLASGOW.—Letitia, Anchor-Donaldson Line, April 12.

To GOTHENBURG.—Gripsholm, Swedish-American Line, April 6.

To St. JOHN'S, Nfld.—Rosalind, April 1; Silvia, April 8—both Red Cross-Furness Line; Sambro, April 4 and 18; Farnorth, April 11 and 25 (also calls at North Sydney)—both Farquhar SS.; Newfoundland, Furness Line, April 12; Sollund (also calls at Newfoundland outports), Newfoundland-Canada SS., April 5 and 19.

To St. PIERRE-MIQUELON.—Fernfield, April 1, 15 and 29; Sambro, April 4 and 18; Farnorth, April 11 and 25—all Farquhar SS.; Sollund, Newfoundland-Canada SS., Ltd., April 5 and 19.

To SOUTH AMERICAN PORTS.—Canadian Pathfinder, Canadian National, April 19.

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Lady Hawkins, April 4; Lady Drake, April 18—both Canadian National; a steamer, April 10; Spica, April 24—both Ocean Dominion (do not call at Nevis, Montserrat or Dominica).

To HAMILTON, BERMUDA; NASSAU, BAHAMAS; KINGSTON, JAMAICA; AND BELIZE, BRITISH HONDURAS.—Lady Rodney, April 26; Cavellier, April 5 (does not call at Bermuda or Nassau); Lady Somers, April 12; Cathcart, April 19 (does not call at Bermuda or Nassau).

To St. GEORGE (BERMUDA), PORTO RICO, ST. KITTS, ANTIGUA, GUADELOUPE, MARTINIQUE, BARBADOS, TRINIDAD AND DEMERARA.—Cornwallis, April 10; Champlain, April 24 (also calls at St. Vincent, Grenada and Tobago)—both Canadian National.

To SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Ottar, April 2 and 30 (also calls at Montego Bay and other Jamaican outports); Caledonia, April 16—both Pickford & Black.

To BRISBANE, SYDNEY, MELBOURNE AND ADELAIDE.—Canadian Scottish, March 31; Canadian Victor, April 15; Canadian Constructor, April 30—all Canadian National.

To AUCKLAND, WELLINGTON, LYTTELTON, TIMARU AND DUNEDIN.—Canadian Highlander, Canadian National, April 25 (also calls at Bluff).

From St. John

- To AVONMOUTH, CARDIFF AND SWANSEA.—Vardulia, Anchor-Donaldson, April 17.
 To GLASGOW.—Minnedosa, April 5; Melita, April 17—both Canadian Pacific; Letitia, Anchor-Donaldson, April 11.
 To BELFAST AND DUBLIN.—Dunaff Head, Head Line, April 9 (cargo accepted for London-derry and Cork).
 To LIVERPOOL.—Duchess of Richmond, April 4; Duchess of Bedford, April 11; Duchess of York, April 18; Duchess of Atholl, April 25—all Canadian Pacific.
 To LONDON.—Beaverford, April 4; Metagama, April 10; Beaverbrae, April 18—all Canadian Pacific.
 To MANCHESTER.—Manchester Commerce, April 3; Manchester Division, April 17—both Manchester Line.
 To SOUTHAMPTON.—Montclare, April 2; Montcalm, April 16; Montrose, April 23—all Canadian Pacific.
 To ANTWERP.—Metagama, April 10; Beaverbrae, April 18; Montrose, April 23—all Canadian Pacific; Brant County, April 15; York County, April 26—both County Line.
 To HAMBURG.—Montclare, April 2; Montcalm, April 16—both Canadian Pacific; Hada County, County-Hamburg American Line, April 11.
 To HAVRE.—Brant County, County Line, April 15.
 To SOUTH FRANCE AND ITALIAN PORTS.—Valreale, Lloyd Mediterraneo Italian Service, April 15.
 To ROTTERDAM.—Labelle County, April 10; York County, April 26—both County Line.
 To PORT SAID, SUEZ, PORT SUDAN, DJBOUTI, ADEN, MOMBASA (KILINDINI), TANGA, DAR-ES-SALAAM, RANGOON AND CALCUTTA.—City of Kobe, American and Indian SS., April 23.
 To SOUTH AFRICAN PORTS.—Calumet, Elder Dempster Line, April 20 (also calls at West African ports).
 To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Lady Drake, Canadian National, April 10 a steamer, April 4; Spica, April 18—both Ocean Dominion (do not call at Nevis, Montserrat or Dominica).
 To ST. PIERRE-MIQUELON AND ST. JOHN'S, NFLD.—Sollund, Newfoundland-Canada SS. Ltd., April 17.

From Vancouver

- To YOKOHAMA, KOBE, SHANGHAI, HONGKONG AND MANILA.—Empress of Canada, Canadian Pacific, April 17 (also calls at Honolulu).
 To YOKOHAMA, KOBE, MIKE AND HONGKONG.—Tyndareus, April 1 (does not call at Miike); Protesilaus, April 22—both Blue Funnel.
 To YOKOHAMA, KOBE, OSAKA AND DAIREN.—Paris Maru, April 1; Toyoma Maru, April 29—both Osaka Shosen Kaisha.
 To YOKOHAMA, KOBE AND SHANGHAI.—Alabama Maru, April 3; Arabia Maru, April 24—both Osaka Shosen Kaisha.
 To AUCKLAND, WELLINGTON, LYTTELTON AND DUNEDIN.—Golden Cloud, Oceanic and Oriental Navigation Company, April 17.
 To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Aorangi, April 2; Niagara, April 30—both Canadian-Australasian Line.
 To AUCKLAND, WELLINGTON, MELBOURNE AND SYDNEY.—Waikawa, Canadian-Australasian Line, April 1.
 To SYDNEY AND MELBOURNE.—Elmworth, Australian B.C. Shipping Co., Ltd., April 25 (also calls at Adelaide); Waitemata, Canadian-Australasian Line, May 1 (also calls at Papeete).
 To BRISBANE, SYDNEY, NEWCASTLE, MELBOURNE AND ADELAIDE.—Bullaren, Transatlantic SS. Co., Ltd., April 2.
 To CAPE TOWN, DURBAN AND LOURENCO MARQUES.—West Cusseta, B.C. Shipping Agencies Ltd., April 2 (also calls at Algoa Bay).
 To MANCHESTER.—Pacific Shipper, Furness Pacific (Limited), April 5; West Lynn, April 12; New Westminster City, April 26—both Reardon Smith Line; Pacific Exporter, Furness Pacific Line, April 19.
 To LIVERPOOL, SOUTHAMPTON, LONDON AND ROTTERDAM.—Nichteroy, April 9; Loch Gail, April 24; Drehtdyk, May 8—all North Pacific Coast Line.
 To HAVRE, DUNKIRK, BORDEAUX AND ANTWERP.—Washington, April 3; Indiana, April 9—both French Line.
 To HAMBURG, BREMEN AND ANTWERP.—Seattle, April 1; Portland, April 22—both Hamburg-American Line; Narenta, April 14; Kinderdyk, May 6—both North Pacific Coast Line (also calls at Rotterdam).
 To BARCELONA, MARSEILLES, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Feltre, April 5; Rialto, April 28—both Navigazione Libera Triestina.
 To BAHIA BLANCA, BUENOS AIRES, MONTEVIDEO, ROSARIO AND SANTA FÉ.—Taranger, Westfal-Larsen, April.
 To PORT OF SPAIN (TRINIDAD) AND BRIDGETOWN (BARBADOS)—Noetsfield, Canadian Transport Co., Ltd., April 15.
 To PUERTO COLOMBIA.—Point Arena, April 17; Point San Pablo, April 25 (also calls at Curacao and Kingston); Point Gorda, April 26—all Gulf Pacific Line.

487

CONDENSED LIST OF PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-Honduras Trade Agreement (1925). (Price 10 cents.)
Canada-West Indies Conference (1920). (Price 25 cents.)
Canada-West Indies Conference Report (1925). (Price \$1.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 10 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada, \$3.50; single copies, 10 cents.
Czechoslovakia as a Market for Canadian Products (1927). (Price 25 cents.)
Denmark as a Market for Canadian Products (1926). (Price 25 cents.)
French-Canadian Homespun Industry.
Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)
Lumber Market of Japan (1926). (Price 25 cents.)
Map of the World showing Trade Routes. (1922 Edition.)
Markets of British Malaya (1923). (Price 25 cents.)
Markets of Central America (1929). (Price 25 cents.)
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price 25 cents.)
Peru as a Market for Canadian Products (1926). (Price 25 cents.)
Points for Exporters: Leaflets covering the following countries: Australia; Belgium; the Bahamas; Brazil; British Honduras; China; Colombia; Cuba; France; Hayti; Hongkong; India; Jamaica; Japan; Mexico; British Malaya and Siam; New Zealand; South Africa; British West Indies; Netherlands; and the United Kingdom. (Free.)
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)
Sweden as a Market for Canadian Products (1928). (Price 25 cents.)
Switzerland as a Market (1929). (Price 25 cents.)
Trade of the African Sub-Continent (1928). (Price 25 cents.)
Trade of the New Countries of Southeast Europe (1921). (Price 25 cents.)
Trading Opportunities in Scandinavia (1922). (Price 25 cents.)
Trade Possibilities of the Baltic States (1929). (Price 25 cents.)
Trading with Colombia and Venezuela (1928). (Price 25 cents.)
Trading with Egypt (1921). (Price 25 cents.)
Trading with Greece (1921). (Price 25 cents.)
Trading with Spain (1926). (Price 25 cents.)
West Africa and its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.
Census of Canada.

Miscellaneous Statistics respecting the following: Business; Education; Employment; Finance (Provincial and Municipal); Justice; Transportation, including railways and tramways, express, telegraphs, telephones, water, etc.; Production, including agriculture, furs, fisheries, forestry, mining, construction and manufactures; Vital: Births, deaths, marriages, divorce.
Canada, 1930.
Year Book of Canada.
Report of the Dominion Statistician, Annual.
Trade (External) (Imports and Exports), Annual, Quarterly and Monthly.
Trade (Internal), Prices, cost of living, capital movements, etc.

CANADIAN GOVERNMENT TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, B. Mitre 430, Buenos Aires. (Territory includes Chile and Uruguay.) *Cable Address, Canadian.*

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*
Commercial Agent: B. Millin, The Royal Exchange, Sydney, N.S.W.

Belgium

Jean J. Guay, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.* (Territory includes Roumania, Bulgaria, Hungary.)

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Ed. Da "A Noite," Sala 802, Praca Maua. *Cables, Canadian.*

British West Indies

Trinidad: R. T. Young. Address for letters—P.O. Box 125, Port of Spain. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*

Jamaica: F. W. Fraser, P.O. Box 225, Kingston. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, the Bahamas and British Honduras.) *Cable Address, Canadian.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—Daily News Building, 17 The Bund, Shanghai. *Cables, Canadian.*

Cuba

James Cormack. Address for letters—Apartado 1945. Office Address: Calle Obrapia 35, Havana. Cuba. (Territory includes San Domingo and Porto Rico.) *Cable Address, Canadian.*

France

Hercule Barré, 3 rue Scribe, Paris (9). (Territory includes French Colonies in North Africa, Egypt, Palestine, Syria.) *Cable Address, Cancomac.*

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Canadian.* (Territory covers Germany—except the Rhine Valley—Czechoslovakia, Austria, Poland, Esthonia, Latvia, Lithuania and Soviet Russia.)

Greece

Henri Turcot, 8 Metropole Street, Athens. (Territory includes Turkey.) *Cable Address, Canadian.*

Hongkong

Paul Sykes. Address for letters—P.O. Box 80. Office—Exchange Building, Hongkong. Territory includes South China, the Philippines, and Indo-China. *Cables, Canadian.*

India and Ceylon

Richard Grew, P.O. Box 2003, office, 8 Esplanade Mansions, Government Place East, Calcutta. *Cable Address, Canadian.*

Irish Free State

J. H. English, 66 Upper O'Connell street, Dublin. *Cable Address, Canadian.*

Italy

A. B. Muddiman, Via Manzoni Nr. 5—Milan (102). *Cables, Canadian.* Territory includes Spain, Portugal, Gibraltar, Canary Islands, Malta, Italian Colony in Africa, Albania, Jugoslavia, and Cyprus.)

Japan

Tokyo: J. A. Langley, Commercial Secretary. Address for letters, P.O. Box F. 101, Tokyo Central. Office, Imperial Life Assurance Building, Marunouchi, Tokyo. *Cables, Canadian.*
Kobe: Acting Trade Commissioner. Address for letters, P.O. Box 230. Office, Chamber of Commerce Bldg., Kobe. *Cables, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. (Territory includes Central American Republics.) *Cable Address, Cancoma.*

Netherlands

J. C. Macgillivray, Beursplein 26B, Rotterdam. (Territory includes the Rhine valley and Switzerland.) *Cable Address, Canadian.*

Netherlands East Indies

G. R. Heasman, P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Yorkshire House, Shortland street, Auckland. *Cable Address, Canadian.*

Norway

F. H. Palmer, Jernbanetorget 4, Oslo. (Territory includes Scandinavian countries and Finland.) *Cable Address, Canadian.*

Panama

J. A. Strong, P.O. Box No. 222, Panama City. (Territory includes Venezuela and Colombia.) *Cable Address, Canadian.*

Peru

G. R. Stevens, Casilla 1212, Lima. Office, Calle Coca, 478. (Territory includes Bolivia and Ecuador.) *Cable Address, Canadian.*

South Africa

C. S. Bissett, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

London: Harrison Watson, Canadian Building, Trafalgar Square, S.W. 1, England. *Cable Address, Sleighing, London.*

London: J. Forsyth Smith, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C. 2. *Cable Address, Canfrucum.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany and Spain.)

Liverpool: Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street, *Cable Address, Canadian.*

Bristol: Douglas S. Cole, Sun Building, Clare street. *Cable Address, Canadian.*

Glasgow: Gordon B. Johnson, 200 St. Vincent Street, Scotland. *Cable Address, Cantracom.*

United States

New York City: Frederic Hudd, 44 Whitehall street. (Territory covers New England, Atlantic seaboard states, Pennsylvania; also the Bermudas.) *Cables, Cantracom.*

Chicago: R. S. O'Meara, Willoughby Tower, 8 S. Michigan Avenue. (Territory covers the Middle West and the Mississippi Valley.) *Cables, Canadian.*

San Francisco: H. R. Poussette, Suite 405, Alaska Commercial Building, 310 Sansome St. (Territory covers the Pacific seaboard and Rocky Mountain states.)

NOTE.—Bentley's Second Phrase Code is used by Canadian Trade Commissioners.

Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. James Malcolm, M.P.

Deputy Minister: F. C. T. O'Hara

Director, Commercial Intelligence Service: C. H. Payne

Published in English and French. Subscription Price for either edition: \$1 per annum in Canada (single copies 5 cents each); \$3.50 outside the Dominion (single copies 10 cents each). Remittances, which may be made by Post Office or Express Orders, or Drafts, or Cheques, payable at par in Ottawa, should be addressed to the King's Printer, Government Printing Bureau, Ottawa.

Vol. XLII

Ottawa, April 5, 1930

No. 1366

TABLE OF CONTENTS

	Page		Page
Mr. Heasman's Forthcoming Tour of Canada	489	Catalogues and Quotations for Chile	507
Economic Conditions in the Middle East	489	Foreign Trade of Sweden in 1929	508
Increased Imports into New Zealand from Canada	491	Changes in the Consular List	511
Market for Gallon Apples in Scotland	492	Commercial Situation in France	512
Milk Powder Market in Scotland	493	Conditions in the Netherlands in 1929	513
Bentley's Second Phrase Code in use in Trade Commissioners' Offices	493	Codfish Market in Brazil	517
Production and Foreign Trade of the Bahamas	494	Economic Conditions in Cuba in 1929	517
Sale of Candles in the West Indies	501	Ginseng Trade of China	520
India's Foreign Trade during January	502	Control of Imports of Fur-Bearing Animals into Sweden	521
Leipzig Spring Fair	504	Manchuria's Large Crops	521
Notes on Scandinavian Pulp and Paper Industry	506	Tariff Changes, etc.	522
		Foreign Exchange Quotations	523
		Trade Enquiries	524
		Sailings from Canadian Ports	525
		List of Acts, etc., Administered	527
		Commercial Intelligence Service	528

MR. HEASMAN'S FORTHCOMING TOUR OF CANADA

Mr. G. R. Heasman, Canadian Trade Commissioner in Batavia, Java, will shortly arrive in Canada for the purpose of undertaking a tour of the Dominion in the interests of Canadian trade with his territory, which includes the Straits Settlements, the Federated Malay States, and Siam. He will commence his tour at Vancouver about April 7, and will probably spend about two weeks in British Columbia. Firms in that province who desire to interview Mr. Heasman are requested to communicate with Mr. Hugh Dalton, Secretary, British Columbia Division, Canadian Manufacturers' Association, Vancouver. Details of Mr. Heasman's itinerary in Western Canada will be announced later.

ECONOMIC CONDITIONS IN THE MIDDLE EAST

G. R. HEASMAN, CANADIAN TRADE COMMISSIONER

Batavia, January 27, 1930.—Uneasiness in trade circles is still prevailing in the countries of the Middle East. The trade slump has affected buying power. Conditions as regards imports business are getting worse and will undoubtedly result in many failures early in the year.

The trend of prices is still downward. However, an increase in agricultural yields is anticipated, notwithstanding the fact that several crops have suffered

from drought and floods. Reports of damage to 1929 crops published by newspapers were exaggerated; the official statistical figures are more optimistic. Conditions in world markets will almost entirely influence the future trade situation in this territory.

The results for the year 1929 cannot be described as satisfactory, although the trade balances in all the countries in the Middle East show an excess of exports over imports; but profits and buying power have decreased. This trend has now manifested itself annually since the highest boom period in 1920. Every year a lower price basis has to be adopted—a loss that can only be compensated for by increased production.

DUTCH EAST INDIES

Economic conditions are on a sound basis in Java. Several crops have suffered from drought, but increased production is anticipated in 1930.

Business is still in a period of relative depression. Although money is again easy, a great cautiousness is prevailing, resulting in restricted trade.

Trade returns up to November, 1929, show that the value of imports rose 10 per cent compared with the same period in 1928, whilst exports declined 8 per cent. Exported quantities increased 7·4 per cent, and imports 20·7 per cent. The average price per ton of exports decreased 13·9 per cent and imports 8·1 per cent. December returns will show a further decrease in value of exports in accordance with lower price levels. The value of the export returns of the Dutch East Indies will probably be about 10 per cent lower than in 1928, but still showing a favourable trade balance of about 120 million dollars.

The Government revenue returns for the first eleven months totalled \$254·36 million (gold), showing an increase of 0·5 per cent over 1928.

The index figure for the cost of some important necessities of life for an European family recently increased by 1 point to 162. That of the native population has increased by 3 points to 165, due to the higher price of rice, maize, cassava, and sweet potatoes.

Under the influence of higher production, and with consumption showing signs of falling off, the rubber market continues to decline. In sugar, coffee, pepper, tea, and tin the world market is quiet with all prices showing a tendency to weaken.

MALAYA

The colony's budget for 1930 was passed by the Legislative Council. Sir W. Peel in reviewing the budget said the financial position of the Federated Malay States was extremely strong.

The continued weak position of tin and rubber, the most important export commodities of Malaya, however, is the cause of growing alarm. Trade returns to the end of November, in comparison with the same period last year, show that the value of imports rose 3 per cent and exports 13 per cent.

The Straits Settlements revenue returns for the first eight months of 1929 totalled S\$36·2 million (\$20·27 million gold), showing a surplus of S\$13·5 million (\$7·56 million gold) compared with budget forecasts, and S\$9·3 million (\$5·21 million gold) compared with the figures of the same period in 1928. The expenditures for the same period totalled S\$22·3 million (\$12·48 million gold), a decrease of \$2·3 million gold as against the budget forecast, and \$0·45 million gold as against those of the first eight months of 1928.

The budget of the Federated Malay States Railways for 1930 shows estimated revenue of \$13,160,000 (gold), and estimated expenditure of \$16,110,855 (gold). In addition to financing this deficit from the surplus of past years, another four or five millions will be required in 1930 to meet railway renewals.

The Ford Motor Company of Malaya will erect an assembly plant early in 1930 at Singapore to serve the territories of the Middle East. The cars will, as before, come from the Canadian plant.

SIAM

On the census figures taken in July for the whole kingdom, the first count gives a total population in the country of over 11,000,000. The previous enumeration taken in 1920 gave 9,200,000.

The paddy crop report of the present season at the end of September, 1929, has been published. The indications given therein were certainly favourable at that time, but subsequent heavy damages by floods have made this report of little value.

The economic condition of this country, although weakened by the rice failure of the last two seasons, remains unchanged and the financial position is strong. Trade is slackening and the market is generally overstocked. The money market continued tight and rates of exchange remained steady.

Trade returns of the kingdom up to October, 1929, show that the value of imports rose 16 per cent and that of exports decreased 12 per cent compared with the same period of 1928.

Bangkok's share during the above-mentioned period shows that imports have increased 15 per cent, while exports declined 17 per cent, chiefly due to the rice failure of last year.

The official trade balance for the year ending March 31, 1929, has just been published. This shows that the excess of exports over imports fell from 37.4 per cent in 1927-28 to 33 per cent in 1928-29. During 1928-29 rice accounted for 69.9 per cent of the total exports, as compared with 72.8 per cent in 1927-8. Tin ranks second in importance; the quantity exported amounted to 1,088 short tons. Teak comes third in importance, representing 4.4 per cent of total exports. Rubber, which has been fourth for some years, has dropped to seventh place. The export of copra and sticklac is increasing.

INCREASED IMPORTS INTO NEW ZEALAND FROM CANADA

C. M. CROFT, CANADIAN TRADE COMMISSIONER

Auckland, March 10, 1930.—Specially compiled statistics are now available covering Canadian imports into New Zealand for the fourth quarter of 1929. These show that the New Zealand purchases of Canadian goods for the three months ended December, 1929, amounted to £1,286,908 as compared with £1,141,438 for the corresponding period of 1928—an increase for the quarter of £145,470.

The imports of many commodities show substantial increases, while some products came in lesser quantities. Among the foremost increases were: chasses for lorries, etc., £51,382; newsprint, £24,378; rubber and canvas boots and shoes, £19,235; hosiery, £22,729; fish potted and preserved, £11,755; electric meters, £7,478; electric appliances n.e.i., including stoves and ranges, £5,904; chocolate confectionery, £4,929; wood pulp and paper pulp, £4,817; timber sawn dressed for cheese crates, £4,353; pianos, £4,185; provisions n.e.i., £4,037. Among the decreases the following were included: passenger vehicles, £22,689; iron and steel bar, bolt, and rod, £5,700; wheat flour, £5,408; wrapping paper for orchardists' use, £4,751; hemlock, sawn dressed, £4,354.

Full details of the imports during the three months, together with the articles affected by and the value of the preference accorded by New Zealand to Canada, are on file at the Department of Trade and Commerce, Ottawa, and may be obtained by interested firms on application (quoting file No. 18806).

MARKET FOR GALLON APPLES IN SCOTLAND

G. B. JOHNSON, CANADIAN TRADE COMMISSIONER

Glasgow, March 11, 1930.—Although Canada's shipments of raw apples to the United Kingdom are very large, business in tinned or gallon apples is very small.

That the Scottish market, and probably that of the whole United Kingdom, nowadays requires the solid-pack gallon apple, the water pack being no longer in demand is doubtless ancient history to most Canadian firms, but it may bear repeating. The American firm who introduced the solid pack shortly after the war soon almost monopolized the market. This organization, and later a Californian firm and several Oregon packers, have thoroughly established themselves in the trade and do most of the business. The firm first mentioned at one time did about 80 per cent of the trade, but the figure is not quite so high to-day. Apart from the United States, Canada is practically the only country supplying this market. English apples as yet are of minor importance.

One large Canadian company long ago fell into line and have introduced the solid pack, but for some reason not readily apparent prices have been too high as a rule to compete with the American. The inference is that they have a steady market at satisfactory prices at home which absorbs most of the supply, while the Americans have a large surplus which they must export.

There is a good steady demand for gallon apples in Scotland, which was the pioneer in their importation. The bakers, hotels, and restaurants are the chief consumers and use them for apple pies and tarts. With the appearance of fresh rhubarb next month their use may be slightly restricted, but generally there is a steady demand the year round, which does not diminish even when supplies of fresh fruit are available. The large bakers find gallon apples very convenient; no preparation is required—which also explains the fact that dried or evaporated apples have little chance against the tinned variety—and the price is lower than that of fresh fruit. The baker can buy a tin of gallon apples for 1s. 8d. (40 cents)—that is, six pounds of apples, peeled and cored. In no other form so convenient can apples be bought for such a low figure as about 3d. (6 cents) per pound. Last season the price opened at 19s. 3d. (\$4.68) c.i.f. Glasgow, per case of one dozen tins. Later it went to 20s. 8d. (\$5.02), but now it has come back to about 19s. 3d. again.

In the case of the American firm first mentioned in this report, the contents of the tins weigh up to 6 pounds 7 ounces, and the labels bear the inscription "6 pounds 4 ounces net." All Oregon and Washington gallon apples are labelled either 6 pounds or 6 pounds 4 ounces net. A dealer likes to see the weight marked.

Apart from the great trade in gallon apples—the tins containing 6 pounds of fruit—there is a good prospect for solid-pack apples in tins containing 2½ pounds for sale in grocers' shops for household purposes. This line, to be sold at 9½d. to 11½d. (19 cents to 23 cents) each, would become popular, as fresh apples at certain periods cost 7d. to 10d. per pound (14 cents to 20 cents), and which for value could not stand comparison with the canned solid pack. If some important Canadian packer would consider spending money in advertising, results would no doubt justify the expenditure, as when the value became appreciated by the housewife there would probably be very heavy sales.

MILK POWDER IN SCOTLAND

G. B. JOHNSON, CANADIAN TRADE COMMISSIONER

Glasgow, March 11, 1930.—This year it is probable that Canadian exporters of milk powder will find it difficult, or even impossible, to compete in the British market, as the Dutch are quoting very low prices. Next season the situation may be entirely altered. For instance, Dutch manufacturers are quoting the following prices for 100-ton contracts from March onwards:—

	Cwt. (112 Lbs.)
Skimmed milk powder, roller process	25s. 0d. (\$ 6.07)
Full cream milk powder, roller process	62s. 0d. (15.08)
Skimmed milk powder, spray process	34s. 6d. (8.38)
Full cream milk powder, spray process	79s. 0d. (19.22)

These prices c.i.f. British ports are for deliveries of 2 tons out of contract, and the powder is packed in cases of 1 cwt. (Payment net cash against documents.) The largest users of milk powder—viz. biscuit manufacturers, manufacturing confectioners, etc.—usually place their yearly contracts during the present month, so that it is not possible to get a great many inquiries this year.

The price quoted for skimmed milk powder, spray process, 34s. 6d. (\$8.38), is very cheap. Six months ago the price for this quality was 38s. (\$9.24) to 40s. (\$9.73).

Canadian milk powder—all manufactured by the spray process, which is considered superior to the older roller process—has always had a ready sale at 40s. (\$9.73). The difficulty has been to secure supplies. The Canadian article is considered the best, and usually commands a slight premium over the Dutch. This is attributed to the fact that there is no foot-and-mouth disease among dairy herds in the Dominion.

New Zealand, with the “Anchor” brand as the pioneer, is well established in this market, and still leads all other countries.

The bulk of the business is in skimmed milk powder (spray process).

Milk Powder Imports into the United Kingdom

	1924	1928
Netherlands	£ 34,000	£183,000
New Zealand	155,000	208,000
Canada	45,000	63,000
Denmark	42,000	6,800
United States	14,000	2,000
France . . . . .	.....	34,000
Australia	11,000	2,600
Irish Free State	1,400	2,700

EGG SITUATION IN THE UNITED KINGDOM: A CORRECTION

In the report on the above subject which was published in last week’s issue of the *Commercial Intelligence Journal* an error was made in recording the percentage of imports into the United Kingdom from Canada in 1929 compared with 1924. Canadian imports of eggs entering the United Kingdom were valued at £247,927 in 1924, and in 1929 they were valued at £66,541—a decline of approximately 73 per cent; not 82 per cent, as stated.

BENTLEY’S SECOND PHRASE CODE IN USE IN CANADIAN TRADE COMMISSIONERS’ OFFICES

The attention of Canadian exporters is specially directed to the fact that Bentley’s Second Phrase Code is now in use in all the offices of the Canadian Trade Commissioner Service.

British Columbia exporters should note that Mr. Hugh Dalton, Canadian Manufacturers’ Association, Vancouver, has a copy of this code, which is available for their use.

PRODUCTION AND FOREIGN TRADE OF THE BAHAMAS

F. W. FRASER, CANADIAN TRADE COMMISSIONER

Kingston, March 14, 1930.—The Bahama Islands, one of which (San Salvador or Watling's Island) was Columbia's first landfall in America in 1492, include nearly 700 islets or cays, and over 2,000 rocks, comprising a chain beginning at a point some forty miles off the coast of Florida and extending over 760 miles in a southeasterly direction. The total area of the colony is about 4,500 square miles, or more than double that of Prince Edward Island. Only twenty-five of the islands are inhabited, the total population, according to the last census taken in 1925, being 53,031. The estimated population in 1927 was 59,297.

The most important of these islands, although one of the smallest in size, is New Providence, on which Nassau, the capital, is situated. This island has a land area of only 58 square miles, and a population of 12,975. This is the only island of the group served regularly by outside steamship communication. It is only 185 miles from Miami, Florida.

The climate of the Bahamas is generally considered to be one of the finest in the world, particularly between the months of May and November, and thousands of tourists are attracted annually to its shores. In fact, the tourist industry, which has engaged the attention of the Government during recent years, contributes much to the economic welfare of the colony. There are three first-class hotels in Nassau, which rank among the finest to be found anywhere in the South. Two of these were built within the last three years, largely with money loaned by the Bahamas Government to the hotel companies at 3 per cent in the one case and 4 per cent in the other.

GOVERNMENT

The Bahamas enjoy representative though not responsible government. The Executive Government is in the hands of a Governor appointed by the Crown, and he is assisted by an Executive Council not exceeding nine members, which include *ex-officio* the Colonial Secretary, the Attorney-General, and the Receiver-General. The Legislative Council consists of nine members nominated by the Crown, and the House of Assembly is composed of twenty-nine members elected by popular vote. The qualification for membership in the House of Assembly is ownership of real or personal property to the value of £200. The qualification for electors is ownership of land to the value of £5, or the occupation of houses of an annual rental value of £2 8s. in New Providence or of half that amount in the out islands. Women have not the vote. The Bahamas House of Assembly has now been in existence for over 200 years.

PRODUCTION

Agricultural production in the Bahamas has dwindled during recent years almost to the vanishing point. Even tropical fruits are being imported, as well as the greater portion of the staple food supply. Formerly, pineapples and citrus fruits were grown in considerable quantities, but these industries are now practically extinct. The chief agricultural products at present are tomatoes and sisal hemp.

Tomatoes.—The production of tomatoes has only been started in the colony during recent years, and considerable progress has already been made. The quality of the tomatoes is excellent, but the industry appears to have experienced a period of over-production in 1929, and the growers state that they have lost money. If the industry is to survive, it is thought that co-operative action

will have to be resorted to in growing, grading, packing, and marketing. Exports have so far been largely confined to the United States, but growers are now looking to Canada as their market during the winter months, in view of the tariff situation and the provision of refrigerated steamers under the Canada-West Indies Trade Agreement.

Sisal.—Sisal or Bahamas hemp grows freely almost wherever it is planted, and was until recently a thriving industry. The Bahamas sisal is noted for the length and strength of its fibre, but apparently little attention has been given to grading in the past, with the inevitable result that the price obtained in outside markets has been low, compared with the properly graded product of other countries. Sisal production is a great help to the peasant farmers, as it grows freely, requires little attention, and finds a ready market (although the price may be low). It is thought that careful grading and rigid inspection would result in this industry being placed in a much more favourable position and in increased exports at more lucrative prices.

Sponge.—Sponge fishing has been for years the principal industry of the colony, and Nassau is one of the largest sponge markets in the world.

Forestry.—The islands are not well wooded, but on Abaco, Andros, and Grand Bahama there are large areas covered with pine trees which have been let on licence to private firms, and from which considerable quantities of lumber are being taken each year. No information is available as to the area covered by timber, but concessions and licences have been granted with respect to an area covering about 473 square miles. During 1928 a total of 7,604,759 feet of Southern pine was cut, of which all but 81,601 feet were cut on Abaco by an American concern called the Bahamas Cuban Company. During that year 4,461,000 feet were imported from the United States, and 3,650,000 feet were exported to Cuba.

Fisheries.—An abundance of fish is found in the waters of the Bahamas. The most commonly used for food are locally known as margate, grouper, hog fish, amber fish, snapper, turbot, mullet, black fish, king fish, and many others. A quantity of about 1,493,800 pounds was brought into Nassau in 1928, valued at £56,017. This was all disposed of locally, no attempt being made to export. There were 191 boats and 882 persons engaged in fishing during that year.

Crops.—In 1928 the number of acres under cultivation of various crops was as follows: Beans, peas, corn, and potatoes, 20,362 acres; coconuts, 2,676 acres; onions, 649 acres; pineapples, 24 acres; sisal, 14,162 acres; and tomatoes, 2,579 acres. No information is available as to the quantity of produce grown.

Live Stock.—The number of live stock in the whole colony in 1928 was as follows: Horses, 2,314; horned cattle, 2,220; sheep, 14,068; goats, 7,998; and swine, 6,640. No statistics have been compiled showing the yield of animal produce.

An effort is being made by the Government to interest the peasant farmers in growing produce for the Nassau market. A number of farmers' unions have been formed, and it is hoped that with proper organization the entire requirements of Nassau may soon be supplied by these local unions, and eventually an export trade established. At an agricultural show recently organized by the Fox Hill Farmers' Union the ability of the farmers to produce fine-quality fruits and vegetables was ably demonstrated.

COMMUNICATIONS

Nassau is well served by steamship communication with Halifax in the winter and Montreal during the summer, and with Miami and New York. The fine new steamers of the Canadian National Steamships provide a regular

fortnightly service from Canada, and also link these islands up with Jamaica and Bermuda. There is a monthly freight service from England via Bermuda by the Leyland and Harrison Lines, and steamers of the Royal Mail Line call every three weeks. The Munson Steamship Line, under contract with the Bahamas Government, maintains a first-class regular passenger, mail, and freight service between Nassau and New York, weekly in winter and fortnightly in summer. This line also operates a regular service between Miami and Nassau during the winter months. An air service is also in operation between Nassau and Miami. There is no direct passenger or mail service with England.

Telegraph and Telephone.—Telegraph communication is made with the world by means of a wireless station owned and operated by the Bahamas Government. The Government also owns the telephone system, which has about 1,000 subscribers.

Roads.—Practically the only roads in the colony available for motor traffic are in the island of New Providence, and total only about 127 miles. The roads in this island have been greatly improved during recent years, and driving may be done comfortably. There are about 1,100 motor vehicles licensed. There are no motor services in the colony.

BANKING

The only commercial bank in the colony is a branch of the Royal Bank of Canada, which provides the usual banking facilities, and carries local deposits in excess of £600,000. There is also a Government Post Office Savings Bank.

FOREIGN TRADE

Due to its proximity to the United States, and to the more frequent sailings from American ports, the trade of Nassau has in the past been largely dominated by exporters from that country. The Florida sales divisions of the large American foodstuffs exporters include Nassau in the territory covered by their salesmen, and the bulk of the business goes to Miami, where depots are maintained, ensuring prompt delivery. The Southern wholesale grocers also get a share of this trade. The bulk of the hardware trade is done through New York indent houses or direct with the manufacturer. The larger hardware merchants in Nassau, besides selling retail, also do a wholesale trade with the small merchants in Nassau and in the out islands. They dislike buying from an agent in Nassau, as the agent in many cases sells to their customers on the same terms. For this reason it is advisable for merchants exporting hardware lines to confine their sales to one or more of the larger hardware dealers. A further advantage is that the credit risk is lessened. Apart from a few commodities where the turnover is large, such as flour, the appointment of an agent for foodstuffs is open to question, as in most cases it would be more advantageous to confine sales to a few of the larger wholesalers.

In spite of the advantages held by the United States in the market of the Bahamas, Canada's trade has increased substantially with this colony during the past few years, due to the introduction of the preference on Canadian goods, the provision of improved steamship communication, to the greater interest displayed by Canadian firms in this market, and last, but by no means least, to the evident desire on the part of Bahama merchants to buy from Canada even at some additional trouble and cost to themselves. The results are already encouraging, and when the figures for 1929 are published, showing what has been achieved since the new steamship service, giving fortnightly instead of three-weekly service, has been inaugurated, a further improvement is confidently expected.

The following table summarizes the import trade of the Bahamas for the years 1918, 1922, 1926, 1927, and 1928:—

	1918	1922	1926	1927	1928
Canada—					
Value	£ 6,206	£ 41,088	£ 462,273	£ 438,424	£ 455,257
Per cent	1.7	2.1	22.4	23.8	25
United Kingdom—					
Value	19,575	672,785	525,625	401,498	401,795
Per cent	5.3	34.3	25.5	21.8	22
United States—					
Value	299,833	1,187,962	880,645	767,894	731,684
Per cent	81.7	60.5	42.8	41.6	40
Other countries—					
Value	41,566	61,317	191,212	237,116	243,203
Per cent	11.3	3.1	9.3	12.8	13
Total value	£367,180	£1,963,152	£2,059,755	£1,844,932	£1,831,939
Less liquor imports..	6,370	1,003,646	850,456	697,094	734,148
	£360,810	£ 959,506	£1,209,299	£1,147,838	£1,097,791

The above figures would give a somewhat distorted picture of Canadian trade with the Bahamas if the liquor trade were not taken into consideration. This much is clear, however, that in 1918, when liquor importations were normal—that is to say, the liquor imported was for the colony's sole requirements—Canada's share of the total trade was only £6,206, or 1.7 per cent. In 1928, on the other hand, Canada's exports to this market, exclusive of liquor shipments (which incidentally amounted to £350,893 in value) were valued at £104,364, or about 10 per cent of the total imports (exclusive of liquor). Taking liquor into consideration, Canada's share in 1928 was 25 per cent, as shown in the table.

An analysis of the trade returns during the past few years shows a distinct improvement in many lines shipped from Canada. For instance, in 1922 about 90 per cent of the flour imports were of American origin, whereas in 1929 over 93 per cent was supplied by Canada. This is a substantial trade, amounting in 1928 to 43,948 barrels. While Canada's shipments of butter have increased, the United States still supplies over 50 per cent of the colony's butter requirements, which amount to about 1,800 cwt. per annum. More than 90 per cent of the cheese imports were also furnished by the United States during 1928, and this trade amounted to £4,890.

The following table shows the importations of a number of commodities of interest to Canada:—

Imports into the Bahamas, 1927 and 1928

	1927	1928
Aerated and mineral waters—	£	£
Total imports	5,421	4,640
Canada	1,140	1,047
France	323	322
Germany	139	101
Holland	259	289
Jamaica	247	68
United Kingdom	819	355
United States	2,223	2,374
Ale, porter and stout—	Gals.	Gals.
Total imports	140,610	124,534
Canada	1,570	796
Denmark	7,200	1,109
Germany	59,495	47,247
Holland	7,110	1,738
United Kingdom	63,871	67,536
Biscuits, bread and cakes—		
Common:	Bbl.	Bbl.
Total imports	1,517	1,124
United States	1,515	1,100
Other:		
Total imports	3,793	2,614
United Kingdom	1,218	817
United States	2,575	1,725

Imports into the Bahamas, 1927 and 1928—Continued

	1927		1928	
		£		£
Butter—	Cwts.		Cwts.	
Total imports..	1,681	18,913	1,816½	18,053
Canada	555	5,941	788	7,614
United Kingdom	58	560	87	786
United States	1,037	12,087	940	9,637
Cheese—				
Total imports	777½	5,324	736	4,890
Canada	7	36	36	232
Holland	14	88	19	104
United States	755	5,175	680	4,546
Confectionery:				
Total imports .. . . . .	....	7,737	....	6,872
Canada .. . . . .	....	228	....	154
Holland .. . . . .	....	149	....	225
Switzerland .. . . . .	....	119	....	123
United Kingdom .. . . .	....	1,693	....	1,038
United States .. . . . .	....	5,442	....	5,296
Flour—	Bbl.		Bbl.	
Total imports	48,737	73,460	43,948	62,434
Canada	46,404	69,816	41,331	58,598
United States	2,333	3,644	2,617	3,836
Fish, canned—				
Total imports .. . . . .	....	4,261	....	3,080
Canada .. . . . .	....	787	....	487
Norway .. . . . .	....	339	....	251
Russia .. . . . .	....	555	....	571
United Kingdom .. . . .	....	328	....	221
United States .. . . . .	....	1,950	....	1,454
Fruits—Apples—				
Total imports	956	1,776	793	1,255
United States	950	1,771	791	1,254
Chicken and dairy feed—				
Total imports	16,508	4,768	16,028	5,128
Canada	2,246	743	2,078	731
United States	14,262	4,025	13,950	4,397
Oats—	Bush.		Bush.	
Total imports	26,280	5,446	22,335	4,918
Canada	21,337	4,496	15,887	3,569
United Kingdom .. . . .	....	....	680	140
United States	4,943	950	5,768	1,209
Lard and all substitutes—	Cwts.		Cwts.	
Total imports	33,032	22,101	6,721	22,677
Canada	228	114	40	134
United Kingdom	2,340	6,773	2,080	6,513
United States	30,464	15,214	4,600	16,028
Meats—				
Beef and pork, pickled and salted—				
Total imports	5,305	15,990	4,663	14,701
United Kingdom .. . . .	....	....	63	188
United States	5,300	15,972	4,600	14,513
Canned—				
Total imports .. . . . .	....	11,538	....	13,379
Argentine Republic .. . .	....	4,006	....	4,736
Uruguay .. . . . .	....	1,948	....	787
United Kingdom .. . . .	....	785	....	455
United States .. . . . .	....	4,799	....	7,401
Fresh—				
Total imports	3,019	16,078	3,993	21,624
Argentine Republic .. . .	....	....	113	750
United States	3,019	16,078	3,880	20,874
Hams and bacon—				
Total imports	2,209	11,872	1,804	10,894
United States	2,197	11,749	1,800	10,885
Milk, condensed, sweetened—				
Total imports .. . . . .	....	10,809	....	9,058
Canada .. . . . .	....	5,576	....	5,085
Denmark .. . . . .	....	566	....	465
Holland .. . . . .	....	225	....	428
United Kingdom .. . . .	....	227	....	289
United States .. . . . .	....	4,203	....	2,791
Milk, evaporated, unsweetened—				
Total imports .. . . . .	....	7,545	....	7,643
Canada .. . . . .	....	1,090	....	1,370
Holland .. . . . .	....	....	....	430
United States .. . . . .	....	6,444	....	5,843

Imports into the Bahamas, 1927 and 1928—Continued

		1927		1928	
			£		£
Gin—					
	Pr. Gals.			Pr. Gals.	
Total imports	79,054	45,839		65,687	42,793
Canada	4,025	2,738		407	248
Holland	8,494	3,831		9,160	4,837
United Kingdom	58,127	36,543		54,333	36,817
United States	8,396	2,717		1,781	888
Whiskey—					
Total imports	106,466	90,763		334,458	323,358
Canada	80,144	71,465		292,848	285,044
United Kingdom	19,941	14,817		20,718	17,947
United States	6,381	4,481		20,892	20,367
Whiskey					
	Doz. Qts.			Doz. Qts.	
Total imports	203,017	418,079		114,636	239,656
Canada	99,569	203,965		32,274	65,498
United Kingdom	102,550	211,939		82,230	173,888
United States	898	2,175		132	270
Sugar (white)—					
	Tons			Tons	
Total imports	1,214	20,594		1,021	18,543
Canada	315	3,633		109	2,210
United Kingdom .. . . .	....	....		14	270
United States	899	16,955		898	16,063
Tea—					
	Cwts.			Cwts.	
Total imports	183½	2,815		171	2,480
Canada	79	1,150		84	1,144
India	32	477		12	166
United Kingdom	46	733		52	753
United States	24	411		21	393
Onions—					
	Bbl.			Bbl.	
Total imports	2,195	2,228		1,897	2,236
United States	2,182	2,209		1,897	2,236
Potatoes—					
Total imports	5,474	5,261		5,084	3,718
Canada	2,108	1,851		340	203
United States	3,124	3,180		4,645	3,444
Lumber—					
	M Ft.			M Ft.	
Total imports	5,491	41,439		4,461	32,817
Canada	210	1,746		....	....
United States	5,275	39,622		4,461	32,813
Shingles; cypress—					
4 inch—					
Total imports (United States)	343	590		7	12
5 inch—					
Total imports (United States)	5,615	9,115		3,530	5,983
Other—					
Total imports	491	1,846		628	2,834
Belgium	25	564		36	627
Holland .. . . .	....	....		29	214
United States	462	1,263		563	1,993
Apparel—					
Total imports .. . . .	....	10,915		....	12,523
Canada .. . . .	....	....		....	139
France .. . . .	....	329		....	552
United Kingdom .. . . .	....	2,270		....	1,788
United States .. . . .	....	8,294		....	9,975
Boots and shoes—					
Total imports .. . . .	....	23,344		....	25,173
Canada .. . . .	....	590		....	63
France .. . . .	....	207		....	474
United Kingdom .. . . .	....	1,089		....	1,077
United States .. . . .	....	21,290		....	23,599
Cement—					
	Bbl.			Bbl.	
Total imports	24,978	14,607		45,829	27,720
Canada	5,468	3,316		5,602	3,535
United Kingdom	8,279	5,853		27,297	18,094
United States	11,131	5,378		12,930	6,101
Fertilizers—					
	Sacks			Sacks	
Total imports	33,318	15,831		20,000	10,106
United States	33,318	15,831		20,000	10,106

Imports into the Bahamas, 1927 and 1928—Concluded

	1927	1928
Furniture—		
Total imports	£ 24,161	£ 15,079
Canada	1,900	628
Jamaica	18	580
United Kingdom	546	1,002
United States	21,360	12,715
Haberdashery and millinery—		
Total imports	8,488	12,117
France	155	874
Germany	324	473
Japan	66	294
United Kingdom	2,272	4,406
United States	5,467	5,881
Hardware—		
Total imports	15,245	15,378
Canada	526	270
United Kingdom	2,444	2,247
United States	12,216	4,321
Medicines and drugs—		
Total imports	11,113	12,881
Canada	32	246
France	13	823
United Kingdom	1,546	2,324
United States	9,477	9,428
Motor cars and trucks—	No.	No.
Total imports	206	253
Canada	11	36
United Kingdom	6	4
United States	189	213
Motor cars and trucks, parts of—		
Total imports	4,570	3,971
Canada	540	196
United Kingdom	226	107
United States	3,804	3,668
Motor car and bicycle tires—		
Total imports	4,393	5,270
Canada	3,350	2,623
United Kingdom	485	300
United States	558	2,347
Paints—		
Total imports	16,472	12,109
Canada	644	949
United Kingdom	6,570	3,535
United States	9,258	7,625
Paper—		
Total imports	4,796	4,399
United Kingdom	118	238
United States	4,544	4,048

EXPORTS

The principal exports from the Bahamas are sponge, tomatoes, Bahama hemp, lumber, and tortoise shells. The following table shows exports of commodities for 1927 and 1928, with country of consignment:—

Tomatoes, raw—	M Bush.		M Bush.	
Total exports (United States) .	214	92,497	179	96,078
Bahamas hemp—				
Total exports	Tons 597	10,632	Tons 894	15,187
Canada	32	875	43	926
United Kingdom			116	2,474
Belgium			100	2,144
Germany			66	1,139
Holland			1	230
Italy			20	472
United States	565	9,757	548	7,802
Cascarilla bark—	Cwts.		Cwts.	
Total exports	285	1,459	694	3,165
United States	278	1,440	690	3,148
Curios, marine—				
Total exports		224		1,370
Canada				806
United States		194		463

Exports of the Bahamas—Continued

	1927		1928	
	M Ft.	£	M Ft.	£
Lumber—				
Total exports	8,081	49,854	3,650	18,541
Cuba	8,072	49,779	3,648	18,520
Sponge—				
Grass—	Lbs.		Lbs.	
Total exports	283,774	22,770	280,402	16,199
Canada	4,025	431	5,413	557
United Kingdom	32,896	3,994	46,053	3,687
Belgium	2,237	221	9,800	889
France	59,354	5,034	53,604	5,166
Germany	13,899	980	37,038	872
Holland . . . . .	.....	.....	7,125	246
Italy	2,530	14	8,242	141
Japan . . . . .	.....	.....	4,165	122
United States	168,507	12,058	107,600	4,392
Hardhead—				
Total exports	25,053	3,344	36,112	4,477
France	143	17	15,308	1,910
United Kingdom	5,581	758	10,514	1,090
United States	18,157	2,457	9,718	1,416
Reef—				
Total exports	41,837	9,128	45,251	10,671
Belgium . . . . .	.....	.....	1,062	116
France	725	338	1,074	153
Germany	2,617	711	1,014	322
Japan	284	17	5,729	1,495
Spain . . . . .	.....	.....	1,671	296
United Kingdom	13,694	2,028	7,116	969
United States	24,380	5,969	27,470	7,262
Wool—				
Total exports	73,484	19,552	69,625	22,709
Belgium	3,575	473	3,897	891
Canada	11,910	4,536	14,555	5,972
France	22,160	4,992	17,192	5,361
Germany	187	71	412	169
United Kingdom	2,765	796	12,853	3,438
United States	31,722	8,190	20,661	6,847
Velvet—				
Total exports	161,120	44,513	324,317	55,550
Belgium	7,920	2,105	12,292	2,797
Canada	5,679	1,513	6,328	2,333
France	38,594	9,047	172,922	11,252
Germany	6,674	1,690	3,996	1,183
Holland	5,118	1,067	17,745	4,620
Japan . . . . .	.....	.....	320	131
United Kingdom	20,938	6,532	39,031	11,367
United States	76,020	22,342	71,683	21,867
Yellow—				
Total exports	62,699	7,418	26,052	3,827
France	7,261	899	5,179	1,776
United Kingdom	9,293	1,175	14,272	1,313
United States	36,424	4,119	4,422	530

SALES OF CANDLES IN THE WEST INDIES

R. T. YOUNG, CANADIAN TRADE COMMISSIONER

Port of Spain, March 15, 1930.—Candles are still used to a large extent as a means of lighting in Trinidad and other West Indian colonies, particularly by the poorer classes in the towns and in the outlying country districts. In addition, the more well-to-do families usually maintain a supply of these useful articles in their homes, because during the rainy season these areas are visited frequently by heavy thunderstorms, when the electric current for lighting may be interrupted for several hours.

From the following table, which are the latest available figures, it will be seen that imports of candles into the colonies of Trinidad, Barbados, and British Guiana form a considerable trade. Recently candles manufactured in Belgium have been entering the Trinidad market. Barbados figures indicate that imports

of tallow candles are far in excess of other kinds, but it is open to question whether this is the case.

Candles	Trinidad		Barbados	British Guiana	
Tallow —	Lbs.	\$	Lbs.	Lbs.	\$
United Kingdom. . . .	47,587	8,244	21,213	16,554	13,080
Other kinds—					
United Kingdom. . . .	428,167	53,044	4,031	27,024	20,577
France.	22	19	....	....	....
Germany	1,853	201	....	....	....
Holland	20,733	2,236	....	....	....
United States	1,620	619	....	4	19
	99,714	64,363	25,244	43,582	33,676

Candles as sold in these markets are shipped in boxes of twenty-five packages, each package weighing 15 ounces net. The candles are in three sizes: sixteen, eight, and four to the package.

The c.i.f. cost of English candles is \$2.88, while Dutch and Belgian cost \$2.52. Duty in Trinidad on candles other than tallow is \$1.44 British preferential and \$2.88 general per 100 pounds, based on the net weight of the packages, while tallow candles pay 72 cents and \$1.44 per 100 pounds. In Barbados the duty on tallow candles is \$1 British preferential and \$2 general tariff per 100 pounds; other kinds at \$2 and \$4 per 100 pounds respectively, plus 10 per cent surtax. In British Guiana tallow candles are subject to a similar rate of duty as in Barbados, while "all other kinds" pay \$5 and \$10 per 100 pounds respectively. In addition there is a surtax of 25 per cent.

INDIA'S FOREIGN TRADE DURING JANUARY

RICHARD GREW, CANADIAN TRADE COMMISSIONER

[NOTE.—At par value of exchange 1 rupee is equal to 36 cents in Canadian currency]

Calcutta, February 26, 1930.—The trade returns of British India for January, 1930, show, as compared with the preceding month, increases in the values of imports and exports, with decreases in re-exports.

The imports of private merchandise totalled Rs.229,300,000 (\$82,548,000) as against Rs.170,300,000 (\$61,308,000) in December, 1929, and showed an increase of Rs.59,000,000 (\$21,240,000) as compared with the preceding month. The value of exports of Indian produce and manufactures increased by Rs.31,000,000 (\$11,160,000) from Rs.233,700,000 (\$84,132,000) in December, 1929, to Rs.264,700,000 (\$95,292,000) in January, 1930, while re-exports fell by Rs.2,900,000 (\$1,044,000) to Rs.4,400,000 (\$1,584,000).

Treasure on private account, including currency notes, showed a net import of Rs.23,900,000 (\$8,604,000) in January, 1930, as against Rs.14,600,000 (\$5,256,000) in the preceding month and Rs.23,300,000 (\$8,388,000) in January, 1929. The import and export figures of gold and silver during the ten months April, 1929, to January, 1930, compare as follows with the corresponding period of the preceding year:—

	Ten Months, April to January		Decrease (—) in 1929-30 as compared with 1928-29
	1929-30	1928-29	
Gold imported	Rs.122,300,000 (\$44,028,000)	Rs.154,500,000 (\$55,620,000)	—Rs.32,200,000 —(\$11,592,000)
Gold exported.	Rs. 100,000 (\$ 36,000)	Rs. 200,000 (\$ 72,000)	—Rs. 100,000 —(\$ 36,000)
Silver imported	Rs. 96,600,000 (\$34,776,000)	Rs.141,100,000 (\$50,796,000)	—Rs.44,500,000 —(\$16,020,000)
Silver exported	Rs. 5,184,000 (\$ 1,814,000)	Rs.10,224,000 (\$3,640,000)	—Rs. 5,040,000 —(\$1,826,000)
Silver exported	Rs. 14,400,000	Rs. 28,400,000	—Rs.14,000,000

Measured by the statistics of merchandise and treasure, the total visible balance of trade in January, 1930, was Rs.17,700,000 (\$6,372,000) in favour

of India as compared with Rs.57,100,000 (\$20,556,000) in December, 1929, and Rs.12,400,000 (\$4,464,000) in January, 1929. During the ten months ended January, 1930, the visible balance of trade in merchandise and treasure was Rs.433,900,000 (\$156,204,000) in favour of India as compared with Rs.410,000,000 (\$147,600,000) in the corresponding period of the preceding year. The balance of remittances of funds in January, 1930, was minus Rs.3,100,000 (\$1,116,000), and in the ten months ended January, 1930, minus Rs.202,400,000 (\$72,864,000).

CHANGES IN IMPORTS

As compared with January, 1929, the imports of food, drink, and tobacco in January, 1930, declined by Rs.24,700,000 (\$8,892,000) to Rs.41,500,000 (\$14,940,000), and those of manufactured articles by Rs.14,900,000 (\$5,364,000) to Rs.162,500,000 (\$58,500,000), while raw materials rose by Rs.300,000 (\$108,000) to Rs.20,800,000 (\$7,488,000). Under food, beet sugar recorded an increase of 22,000 tons in quantity and of Rs.3,600,000 (\$1,296,000) in value. The imports of wheat fell from 184,000 tons to 31,000 tons in quantity and from Rs.26,600,000 (\$9,576,000) to Rs.4,300,000 (\$1,548,000) in value. The imports of rice not in the husk also declined from 8,000 tons to 400 tons only, and in value from Rs.1,300,000 (\$468,000) to Rs.61,000 (\$21,960) only. Under raw materials the imports of kerosene oil showed a decrease of 2,000,000 gallons in quantity and of Rs.800,000 (\$288,000) in value. Raw cotton, imported mostly from Kenya Colony, recorded an increase of 1,000 tons in quantity and of Rs.900,000 (\$324,000) in value.

Under manufactured articles the imports of cotton yarn and manufactures decreased by Rs.8,200,000 (\$2,952,000). The imports of twist and yarn decreased by 1,500,000 pounds in quantity and by Rs.2,600,000 (\$936,000) to Rs.5,100,000 (\$1,836,000) in value. Cotton piece goods rose by 1,000,000 yards in quantity, but fell in value by Rs.5,600,000 (\$2,016,000). Grey and coloured goods showed increases of 2,000,000 and 3,000,000 yards in quantity, but the value fell by Rs.1,900,000 (\$684,000) and Rs.1,200,000 (\$432,000) respectively, while white goods recorded a decrease of 4,000,000 yards in quantity and of Rs.2,300,000 (\$828,000) in value. There was a noticeable decrease of Rs.6,700,000 (\$2,412,000) under iron and steel, to which sheets and plates alone contributed Rs.3,000,000 (\$1,080,000), while there were increases under machinery and millwork plus Rs.1,600,000 (\$576,000) and chemicals and drugs plus Rs.1,000,000 (\$360,000).

VARIATION IN EXPORTS

Exports of food, drink, and tobacco in January, 1930, compared with January, 1929, decreased by Rs.200,000 (\$72,000) to Rs.47,800,000 (\$17,208,000). The exports of tea rose by 4,000,000 pounds in quantity, but the value fell, owing to lower prices, from Rs.21,100,000 (\$7,596,000) to Rs.19,900,000 (\$7,164,000). The quantity of coffee exported increased from 8,000 cwt. to 14,000 cwt., and the value thereof rose from Rs.7,000,000 (\$252,000) to Rs.1,100,000 (\$396,000). Exports of rice not in the husk increased by 20,000 tons in quantity and by Rs.700,000 (\$252,000) in value. Raw materials and produce exported decreased by Rs.28,800,000 (\$10,368,000) to Rs.148,200,000 (\$53,352,000). Raw cotton, notwithstanding an increase of 9,000 tons in quantity, fell in value by Rs.500,000 (\$180,000) to Rs.68,800,000 (\$24,768,000).

Of the total shipments of 81,000 tons, Japan took 42,000 tons, or 52 per cent; Germany and China, 7,000 tons each; Italy, 6,500 tons; Belgium, 6,100 tons; the United Kingdom, 5,100 tons; France, 3,000 tons; Spain, 2,000 tons;

and the remainder went mainly to the Netherlands and the United States. Exports of raw jute fell from 81,000 tons to 74,000 tons in quantity, the corresponding decrease in value being from Rs.29,600,000 (\$10,656,000) to Rs.23,600,000 (\$8,496,000). The exports of oilseeds showed a net decrease of Rs.11,400,000 (\$4,104,000).

The decreases were mainly under groundnuts, minus Rs.8,100,000 (\$2,916,000); cotton seeds, minus Rs.1,000,000 (\$360,000); and sesamum, minus Rs.700,000 (\$252,000). The exports of lac decreased by 13,000 cwt. in quantity and by Rs.2,200,000 (\$792,000) in value. The exports of raw wool decreased by 4,000,000 pounds in quantity and by Rs.3,400,000 (\$1,224,000) in value; raw hides and skins also fell by 2,000 tons in quantity and by Rs.2,800,000 (\$1,008,000) in value. Shipments of oilcakes decreased by 14,000 tons in quantity and by Rs.1,600,000 (\$576,000) in value. Manufactured goods decreased by Rs.3,500,000 (\$1,260,000) to Rs.66,300,000 (\$23,868,000). The number of jute bags shipped rose from 36,000,000 to 46,000,000 in quantity, but the value fell from Rs.17,100,000 (\$6,156,000) to Rs.16,700,000 (\$6,012,000). The yardage of gunny cloth exported rose from 115,000,000 to 120,000,000, with a decrease in value from Rs.20,800,000 (\$7,488,000) to Rs.19,900,000 (\$7,164,000). Tanned and dressed hides and skins increased by 400 tons in quantity and by Rs.900,000 (\$324,000) in value. The exports of cotton manufactures (yarn and piece goods) declined by Rs.2,300,000 (\$828,000).

DIRECTION OF TRADE

The share of the United Kingdom in imports rose from 41 per cent in January, 1929, to 43 per cent in January, 1930, and in exports from 19 per cent to 21 per cent. The shares of Germany, Japan, and the United States in January, 1930, were respectively 6, 11, and 5 per cent under imports and 8, 15, and 10 per cent under exports.

The tonnage of vessels entered into British Indian ports and cleared outwards with cargoes from and to foreign countries and British possessions during January, 1930, amounted respectively to 823,000 and 813,000 as against 638,000 and 688,000 in December, 1929, and 779,000 and 755,000 a year ago. During the ten months ended January, 1930, the tonnage of vessels entered and cleared with cargoes amounted respectively to 6,879,000 and 7,337,000 as compared with 6,844,000 and 6,907,000 in the corresponding period of the preceding year.

LEIPZIG SPRING FAIR

L. D. WILGRESS, CANADIAN TRADE COMMISSIONER

Hamburg, March 12, 1930.—This year the Leipzig Spring Fairs commenced on March 2. The Technical and Building Trades Fairs extended until March 12. The Textile and Sporting Goods Fairs terminated on March 6 and the other groups on March 8. The total number of exhibitors has been estimated at 9,750, of whom 2,270 participated in the Technical and Building Trades Fairs. The exhibits are spread over thirty-nine fair buildings in the inner city and seventeen exhibition halls of the Technical Fair on the outskirts of the city. The total space occupied by the exhibits amounted to 229,034 square yards.

An increasing number of foreign firms are participating at the Leipzig Fairs. This year there were 1,250 foreign exhibitors. The neighbouring countries of Czechoslovakia, with 290, and Austria, with 240, were represented

by the largest number of exhibitors. Besides, there were collective exhibits from Japan, France, Italy, Denmark, Poland, the United States, China, and Chile, while the Soviet Union had a large exhibit of Russian products. Other countries were represented by firms exhibiting separately, including forty exhibitors from Great Britain.

The Leipzig Spring Fair this year was attended by 180,000 prospective buyers, of whom 32,000 came from foreign countries. This is a record number of foreign buyers, and is an indication of the increasing importance attached to the Leipzig Fairs by the importing trades in foreign countries. Since 1924 the number of foreign buyers attending the fairs has more than doubled.

The Leipzig Fairs are held twice a year: the Spring Fair at the beginning of March and the Autumn Fair at the end of August. The Spring Fair, however, usually attracts the greater number of foreign buyers, and is also considered the better barometer of trade tendencies.

The results of this year's Spring Fair are considered generally to have been satisfactory. Export orders are reported to have exceeded expectations, and a good trade for foreign account is reported from nearly all branches of the fair. On the other hand, domestic business remained poor. The prevailing credit stringency dictated a cautious attitude on the part of German buyers. Nevertheless the general outlook appeared more encouraging than last year. Then it seemed that Germany was on the threshold of a severe economic crisis. This year the opinion prevailed that the worst of the trade depression was over. Therefore, while domestic buyers were disinclined to place orders in any large volume, they seemed anxious to thoroughly canvass the situation so as to be prepared for a revival of business. The sellers also adopted a cautious attitude and were disinclined to press prospective German buyers to purchase in large quantities unless they were thoroughly satisfied as to the credentials of the customers. In the export trade a different spirit prevailed, both buyers and sellers displaying their readiness to do a large volume of business. Some buyers took advantage of the credit stringency in Germany by attempting to depress prices and frequently these tactics were successful, although not in all branches of trade.

The business in the toy branch of the fair is reported to have been very uneven. Export orders fell somewhat short of last year. The best export business was done in novelties and toy guns. The porcelain and china branch did a better business than last year, although the German manufacturers still suffer from the competition of other countries. In all branches of the fair the British and American buyers showed a keen interest in novelties. Large purchases of historical ship models, armour, and spinning wheels were made by buyers from the United States, where these products apparently are now greatly in demand. At the Technical Fair very little domestic business was transacted, but this was partly made good by increased orders from abroad. In many other branches of the fair satisfaction was expressed regarding export business. It was also frequently reported that while domestic sales had not been large they had exceeded expectations.

It was noted that among the 1,500 odd buyers from Great Britain attending the fair, there were many representatives of retailers, who in this manner were endeavouring to make direct purchases independently of the large importers. On the other hand, the contingent of buyers from the large departmental stores in Great Britain, the United States, Canada, and France was even larger than in previous years. It is believed that the total value of the foreign orders placed at this year's Leipzig Spring Fair will exceed \$250,000,000.

NOTES ON SCANDINAVIAN PULP AND PAPER INDUSTRY

FREDERICK H. PALMER, CANADIAN TRADE COMMISSIONER

[One krone equal to \$0.2680]

NORWAY

Oslo, March 11, 1930.—According to *Papir-Journalen*, the outstanding feature in Norway's newsprint industry is the increasing effect that greater exports from Canada are exerting on the markets in Great Britain and in the Far East. The great declines that have taken place in the China market are the subject of repeated notice in the general press. The loss of this market is not solely to be attributed to the recent decline in silver. Buying is reported to be merely covering actual market needs.

The market for pulp is reported to be quiet, both for mechanical and chemical. For strong sulphite 195 kr. f.o.b. was being quoted at the end of February, as compared with 200 kr. at the end of 1929. The market for easy bleaching was quiet at about 210 kr.—a reduction of 5 kr. since the first of the year. While the prices for bleached sulphite have not declined since January 1 (between 240 and 290 kr.), so much pulp of this grade seems to be offering that buyers are reported to be holding off. Kraft pulp prices of last November—175 to 185 kr.—seemed to have held until early this year, when there was a slight decline to an average price of 175 kr.

In January there was some interest in the moist mechanical division on account of the group contract concluded with some associated French newsprint manufacturers. During February there was little of interest in this branch to report, as contracts for some time to come were fixed earlier, and consequently there is only an intermittent demand for prompt shipment. Norwegian prices are about 48 kr. f.o.b., as compared with between 47 and 50 kr. at the New Year.

Exports of Pulp and Paper from Norwegian Mills

	January, 1930 Tons	January, 1929 Tons
Mechanical pulp	69,993	56,171
Chemical pulp—total	22,101	28,084
Sulphite, dry, unbleached	8,381	10,941
Sulphite, dry, bleached	10,280	13,163
Sulphate, dry, unbleached	2,390	2,833
Cardboard	978	991
Printing paper	18,274	18,611
Newsprint	13,492	14,006
Wrapping paper	6,912	6,956
Kraft	3,083	2,678
Tissue	1,484	2,188
Greaseproof	1,584	1,450

SWEDEN

Towards the end of 1929 the agreement which existed between employees and employers in the Swedish pulp and paper industry was denounced. This agreement was effective until January 31, but pending the result of arbitration its clauses and wage scales remain in force. Several attempts to reach a solution satisfactory to both sides have failed. While there is every reason to expect that the matter will be amicably settled, the last extension of the old agreement will expire on March 10, in the event that it is not found possible to arrive at a conclusion acceptable to both parties. This discussion, and the continued inroads being made by Canadian exporters into the English market, provide the only interest in the newsprint section of Sweden's pulp and paper industry. Comments regarding recent additions to the Canadian industry, which came into production in 1929, have been noted in the press.

Svensk Pappers-tidning reports that the last few weeks have not produced a normal quantity of business for manufacturers of wrapping papers, especially for sulphate and sulphite. For greaseproof the turnover appears to have improved. It was noted that a marked interest has been shown in boards, and that considerable sales of machine-made boards appear to have been made to Great Britain. It is also reported that a few large contracts have been concluded on United States accounts at prices which showed no change.

For paper the following prices were reported as being effective at the end of February: Machine-glazed kraft, £18 f.o.b.; greaseproof, £23 10s.—the prices of the convention—and while the price for brown machine-made boards was from £13 5s. to £16, the price for white machine-made boards was from £13 to £15 10s.

The market for pulp, as in Norway, was also quiet. For strong sulphite, sales were in small volume at from £11 15s. to £12 for the more popular brands. Although the price level for bleached sulphite remains unchanged at £14 10s. to £16, the tendency is rather weak. The demand for easy bleaching sulphite has been very limited; prices are between £12 17s. 6d. and £13 5s.

Contracts fixed at \$2.25 ex dock for kraft pulp with United States manufacturers of board early in the year were not followed by any sales of importance which the low quotations might have prompted. Buying of mechanical pulp this year is only in hand-to-mouth quantities, as buyers pretty well covered their requirements last year, with the result that most of the manufacturers of woodpulp sold the bulk of their production for 1930 well in advance. It would appear that further purchases for 1930 are dependent on increases in requirements of paper manufacturers, and these do not seem to be enlarging. Business continues to be done for 1931 delivery. The price continues practically unchanged at around £3 6s. c.i.f. ports on the East Coast of the United Kingdom.

Exports of Pulp and Paper from Swedish Mills

	January, 1930 Tons	January, 1929 Tons
Mechanical pulp	27,717,592	24,208,135
Chemical pulp—total	97,211,072	81,015,951
Sulphite, bleached	9,432,126	9,166,313
Sulphite, dry, unbleached	52,469,146	50,183,981
Sulphate, dry, unbleached	29,397,937	17,635,090
Cardboard	3,502,571	3,325,501
Printing paper—newsprint	16,139,734	15,426,799
Wrapping paper—		
Kraft	9,815,864	7,627,377
Tissue, etc.	1,000,927	809,490
Greaseproof, etc.	341,840	726,807

A newspaper despatch from Helsingfors reports that exports of timber from Finland during the two first months of this year aggregated 350,000 standards compared with 520,000 standards during January and February of 1929.

During the same period the export of paper totalled 43,400 tons and 29,000 tons in 1930 and 1929 respectively.

CATALOGUES AND QUOTATIONS WANTED FOR CHILE

Mr. E. L. McColl, Canadian Trade Commissioner in Buenos Aires, who intends to visit the Republic of Chile at an early date, requests Canadian manufacturers who are interested in the Chilean market to send catalogues and c.i.f. Valparaiso quotations, addressed to the Canadian Trade Commissioner, care of the British Consulate-General, Valparaiso, Chile.

These catalogues and quotations should leave Canada before the end of April.

FOREIGN TRADE OF SWEDEN IN 1929

FREDERICK H. PALMER, CANADIAN TRADE COMMISSIONER

Oslo, March 1, 1930.—The preliminary statistics of the foreign trade of Sweden for 1929 show that the visible balance of trade for the year was favourable to the value of 34 million kroner, compared with an unfavourable balance in 1928 of 133 million. During the year the exports for each month were higher than in the same month of 1928, with the exception of the shorter February in 1929, and of December. The preliminary statistics show that the total value of the exports was 1,806 million kroner compared with 1,575 million in 1928 and 817 million in 1913. Month for month, compared with 1928, the imports varied irregularly, but the total exceeded that for 1928, with values at 1,772 million and 1,708 million kroner respectively. (The value in 1913 was 847 million kroner.) The reversing of the trade balance reflects the passing of industry from the difficult labour situation in 1928 to the comparative peace of last year.

TRADE BY MAIN GROUPS

Statistics of imports and exports are grouped into eleven classes as under:—

	Imports		Exports	
	1,000 Kroner	1,000 Kroner	1,000 Kroner	1,000 Kroner
	1929	1928	1929	1928
Grain..	125,066	156,480	21,098	22,492
Colonial goods	152,958	135,490	272	369
Other foodstuffs	142,608	132,792	145,041	117,652
Textile goods	311,861	315,492	31,264	29,229
Skins, hides, oils, etc.	231,065	235,962	71,516	77,460
Wood products	17,407	19,262	337,611	313,346
Paper and paper pulp	14,865	13,462	464,914	365,588
Minerals and mineral products.. . .	248,703	210,080	274,834	186,459
Metals and metal products	198,610	156,657	198,502	182,299
Ships, vehicles, machinery, etc. . . .	218,870	217,230	245,059	263,695
Other goods not mentioned in the above groups	110,478	115,047	15,644	16,075

With respect to the changes shown in the exports, the largest increases are noticed in the paper and paper pulp and in the minerals and mineral products groups; the increases over 1928 were 27·8 and 47·4 per cent respectively. The greatest increases in imports are shown in colonial goods and in the minerals and mineral products and metals and metal products groups, in which the increases over 1928 were 17 million, 39 million, and 42 million kroner respectively.

Export Trade

Exports for 1929 exceeded the imports by 34 million kroner; the figures showing the value of goods both exported and imported are the highest yet recorded, due consideration being given to the fall in value of money.

The remarkable progress which has been made in the foreign trade of Sweden since 1913 reached its climax in 1929, when particularly in exports a marked increase over the previous year was shown. The following table shows the exports of foodstuffs, consisting of the first three groups of the above table, for the years 1928 and 1929:—

	1929	1928
Pigs, all kinds .. . . .Kg.	2,606,502	868,079
Butter .. . . .Kg.	24,939,617	17,535,539
Eggs .. . . .No.	89,247,897	65,210,317
Oats, not ground .. . . .Kg.	9,161,962	2,168,659
Oaten groats .. . . .Kg.	2,078,294	1,525,969
Rye, not ground .. . . .Kg.	4,519,693	10,915,597
Rye meal .. . . .Kg.	201,262	343,805
Wheat, not ground .. . . .Kg.	70,605,250	68,202,097
Flour .. . . .Kg.	4,579,698	5,969,004

With the exception of rye, rye meal, and flour, exports of all these products show a considerable increase.

The exports of hides and skins, not cured, recorded on the whole considerable increases, with the exception of horse hides, the exports of which decreased from 590,720 kilograms in 1928 to 529,515 kilograms in 1929. The exports of goat, sheep, and lamb skins, not cured, increased from 159,675 kg. to 192,498 kg.; hides of cattle from 11,428,783 kg. to 12,736,680 kg.; and cured skins and hides from 684,932 kg. to 911,210 kg. The exports of sausage casings, etc., showed an increase of over 200,000 kg., while the number of shoes of textile fabrics or felt with rubber soles exported (880,969 kg.) also compared favourably with the 1928 figures (820,003 kg.).

Exports of resin, turpentine, and wood tar showed substantial increases, as did those of rubber shoes (1,042,260 kg. against 984,821 kg. in 1928).

Exports of timber were greater in 1929 than in any previous year. Considerable quantities of this timber went to England, France, and Denmark, and somewhat smaller quantities to the Mediterranean countries, Spain, and Germany. The following table shows the total exports of wood and wood products from Sweden during the years 1928 and 1929:—

Nature of Goods	1929 Cub. M	1928 Cub. M
Timber, cut, of fir or pine—		
Square timber	30,567	27,882
Spars	241,159	232,098
Sleepers	87,275	60,779
Wood, other than fir or pine	6,667	6,404
Wood, not manufactured, of fir or pine—		
Pit props	631,075	640,506
Logs, mast trees and spars	201,397	188,316
Of other indigenous trees	1,056	1,680
Timber, sawed, of pine or fir—		
Planks	559,528	530,766
Battens	895,211	785,133
Scantlings	510,695	409,832
Boards	171,250	143,795
Planchettes	1,177,620	1,033,855
Splitwood and firewood	171,839	109,194
Laths, moulding, etc.	142,894	132,936
Timber, sawed, of other indigenous trees	4,846	6,761
Sawed box-wood	385,025	335,273
Sawed poles	125,712	111,464
Carpentered timber of fir or pine—		
Boards, planed	912,603	853,674
Splitwood and firewood	10,591	8,820
Building material	Kroner 6,896,766	Kroner 5,859,077
Box-wood, planed	Cub. M 22,310	Cub. M 32,781
Box-wood, stained, etc.	Kg. 126,908	Kg. 92,050
Carpentered timber of other kinds, incl. veneered and carved goods	3,646,968	3,346,893
Turned products	3,761,006	3,715,570
Coopering products	3,963,749	5,073,050

Agricultural products such as hay, straw, timothy seed, etc., show on the whole little variation as regards exports.

Pulp and Paper.—During the month of December last year the quantity of sulphite cellulose exported was practically negligible, as most of the year's production had already been contracted for, and 70 per cent of the production of 1930 has been sold.

The production of wet mechanical pulp was considerably reduced in Sweden, Norway, and Finland in 1929 in order to prevent the excess production that threatened and to stabilize the market. The entire production in 1929

was, however, sold. The following shows in detail the exports of the various kinds of pulp and paper products during 1928 and 1929:—

Wood and Wood Products

	Kg. 1929	Kg. 1928
Mechanical woodpulp, wet	549,374,505	448,168,202
Mechanical woodpulp, dry	60,078,504	54,133,792
Chemical woodpulp—Sulphite cellulose—		
Bleached	140,846,691	102,199,494
Unbleached, wet	44,630,480	31,903,326
Unbleached, dry	782,519,279	593,852,041
Chemical woodpulp—Sulphate cellulose—		
Bleached	312,998	1,541,892
Unbleached, wet	15,083,813	2,324,740
Unbleached, dry	498,423,624	332,693,569
Pasteboard	42,438,156	36,597,531
Paper—		
Newsprint	197,533,294	159,878,424
Copying, tissue, writing, wrapping etc.	227,634,038	195,597,153
Parchment, including imitation	10,498,382	9,628,903

It will be seen from the above table that the exports of every one of these products showed a marked increase; in the case of dry, unbleached sulphite cellulose there were exported nearly 200 million kilograms more in 1929 than in 1928, and in the case of dry, unbleached sulphate cellulose the increase in exports totalled more than 150 million kilograms.

Minerals and Mineral Products.—In this group, as in all the others, a marked increase is noted in the exports for 1929, the exports of iron ore being more than doubled. A few commodities showed a slight decrease, as indicated in the following table:—

Minerals and Mineral Products

	1929 Kg.	1928 Kg.
Cement	148,070,234	137,785,483
Felspar	36,259,366	32,578,026
Calcium and barium carbide	12,566,915	12,724,133
Calcium and sodium chlorate	6,840,847	5,089,030
Unslaked lime	8,227,850	8,603,860
Clay, fire-resisting	38,556,065	38,948,053
Ores—	Tons	Tons
Iron	10,922,317	5,125,297
Zinc	75,504	34,545
	Kg.	Kg.
Superphosphates	56,381,617	65,350,319
Pipes and parts thereof, excl. drainage pipes	13,854,231	12,149,142
	Kroner	Kroner
Paving stones	16,384,626	15,351,914
	No.	No.
Bricks, ordinary	1,617,346	2,692,997
Bricks, fire-resisting	57,426,923	55,471,784
	Kg.	Kg.
Bottles and flasks	6,169,528	6,179,936
Matches, of wood	49,260,402	46,002,091

Metals and Metal Products.—On the whole, this group does not show such increases in export for the year 1929 as compared with 1928 as do most of the previous groups; especially is this the case as regards iron and iron products. During both the last months of the year, November and December, the exports of iron declined to a remarkable degree both in comparison with the previous months of the same year and with the same months in 1928. This decrease in exports is considered to be partly due to the financial crisis in the United States. This has also influenced the steel market to some extent.

The following table shows the exports of metals and metal products for the years 1928 and 1929:—

Metals and Metal Products

	1929 Kg.	1928 Kg.
Structural iron and other hot-rolled iron	91,265,651	83,857,788
Ingots	4,045,960	3,899,910
Ingot metal or other iron	6,734,440	6,421,007
Silicon iron, or iron of silicon manganate	20,977,769	21,993,309
Crude iron bars and rails	15,352,187	14,088,766
Bars, faggots or rings of cold-rolled or cold-drawn iron	9,140,471	8,112,432
Pig-iron, specular cast iron, etc.	82,175,989	82,294,381
Scrap iron	9,517,346	10,338,833
Tool steel, forged	2,063,437	2,441,774
Other forged iron in bars	1,823,834	2,178,222
Copper, unwrought	3,549,464	1,972,240
Scrap-copper, brass aluminium, nickel, etc.	5,170,123	5,135,218
Zinc, unwrought	4,718,322	5,376,671
Horseshoe nails	3,980,087	4,553,463
Sheet metal goods	3,605,517	3,435,140
Pipes, cold-drawn	1,148,628	734,157
Pipes, rolled or hot-drawn	23,981,885	18,319,595
Nails and tacks	552,123	1,015,514
Wire, cold-rolled or drawn	3,301,840	2,915,429
Cooking stoves of brass	1,773,032	1,705,496

The last group listed in the Swedish statistics includes vessels, carriages, machines, instruments, etc., the exports of which are given below for the years 1928 and 1929:—

	1929 Kroner	1929 Kroner
Vessels of all kinds	22,879,593	20,545,372
Centrifugal machines	2,532,473	2,577,055
Electric elements	2,754,335	2,749,923
Electric generators, motors, etc.	32,449,505	43,755,488
Electro-technical apparatus	4,445,921	2,561,928
Heating apparatus	971,157	778,596
Coffee grinders, meat mincers, etc.	2,520,354	2,704,199
Tractors and steam rollers	3,587,375	3,240,022
Locomotives, other than electric	963,045	5,455,881
Machines for mixing concrete	940,790	914,403
Milk separators	18,301,084	25,744,841
Combustion motors, etc.	18,331,570	15,415,358
Ploughs, of all kinds	161,645	134,054
Pumps, compressors, etc.	5,158,050	5,074,622
Ball bearings, etc.	35,721,526	32,906,514
Mowing machines	3,556,559	4,572,699
Sewing and knitting machines	2,725,902	2,210,449
Saw-frames, lathes, etc.	4,234,560	4,149,373
Sowing machines	822,091	1,026,030
Telephone and telegraph apparatus	13,872,478	13,541,119
Transmitters	3,200,495	2,906,752
Stoves, furnaces, rollers, stamping machines, elevators, boring machines, etc.	4,645,821	3,999,770
Hydraulic turbines and wheels	986,108	900,717
Steam turbines	3,656,452	3,075,651

CHANGES IN THE CONSULAR LIST

The following changes in the consular list have been notified by the Department of External Affairs:—

Mr. Joseph Thadée Hébert as Vice-Consul of Norway at Campbellton, New Brunswick, replacing Mr. E. Kelly, deceased; Mr. James R. Riddle, as Vice-Consul of the United States at Vancouver, British Columbia; and Mr. Jay Walker as Vice-Consul of the United States at Niagara Falls, Ontario. Mr. R. Dupont, Consul of Belgium at Quebec, and Mr. R. V. Winch, Vice-Consul of Sweden at Vancouver, have been struck of the list.

COMMERCIAL AND FINANCIAL SITUATION IN FRANCE

HERCULE BARRÉ, CANADIAN TRADE COMMISSIONER

Paris, March 14, 1930.—Exports of manufactured goods from France during January, 1930, show an increase in value of 100 million francs and of 24,582 tons in weight. Imports of food products have decreased by 333 million francs and 122,000 tons compared with January of the previous year. This fall in the imports of food products is principally due to the exceptionally good crop in France last year. The adverse trade balance for January was 1,064 million francs, compared with 1,425 million francs for January of last year.

The official figures are as follows:—

	1930 1,000 Tons	1929 1,000 Francs	1930 1,000 Francs	1929 1,000 Francs
Imports—	Month of January			
Food products	438	560	862	1,195
Raw materials	4,549	3,592	2,988	3,217
Manufactured products	223	156	928	710
Total	5,210	4,308	4,778	5,122
Exports—				
Food products	150	103	514	464
Raw materials	2,354	2,520	893	1,028
Manufactured products	404	380	2,307	2,207
Total	2,908	3,003	3,714	3,699
Unfavourable trade balance	2,302	1,305	1,064	1,423

IMPORTS FROM AND EXPORTS TO CANADA

Imports into France from Canada for the month of January were valued at 29,786,000 francs and exports to Canada at 28,605,000 francs, leaving a balance in favour of Canada of 1,181,000 francs.

FRENCH FISCAL YEAR

Commencing with the present year, the fiscal year will cover the period from April 1 to March 31, instead of coinciding with the calendar year as has been the case in the past. This change will facilitate to a great extent the comparison of French and Canadian trade statistics, the fiscal years in both countries now covering the same period.

UNEMPLOYMENT

According to official figures on February 18, the number of unemployed in France totalled 1,521, of which 1,134 were in the Paris district. The so-called "luxury" trades, however—comprising dressmakers, perfumers, and hatters—complain of a serious falling off in business compared with last year. The paper and silk industries report a lack of export orders, especially from the United States.

SECURITY MARKET

The abundance of funds, resulting partly from the increased foreign demand for francs at the time of stabilization, and partly from the printing of additional paper money following large purchases of gold by the Bank of France, created a condition of over-supply of capital in circulation.

At the outset this capital was used for the purchase of common stocks through the Bourse, bringing much higher prices for this class of securities. As the result of an inflation in demand, investment returns on these securities became very meagre, especially after payment of the heavy taxes to which these securities are subject. Another factor which did not help the situation was the

placing on the market through the Bourse or otherwise of a number of offerings in business ventures of a more or less doubtful character.

The public, after the fall in prices which occurred in 1929 after two years of continuous increase, were faced with heavy losses and a most inadequate return on their investments. The result was that common stocks were abandoned and the public turned one more to fixed-income securities for the investment of capital.

A large volume of new issues has been and is still being offered successfully, and this has made it possible for public corporations and private companies not only to secure new capital under favourable conditions, but also to liquidate their previous loans on which a high rate of interest was being paid and to convert them into new loans at more favourable rates. This condition has also affected foreign loans.

At the present time the latest issues guaranteed by a first-class credit are being offered to the public on the basis of $4\frac{1}{2}$ per cent for municipal and departmental loans and 5 per cent for private companies, with emissions at 98 and commissions of $4\frac{1}{2}$ to 5 per cent for the latter.

The monetary policy of the Government, tending towards a lowering of money rates to lighten the burden on industry and commerce, has had much to do with bringing about the present situation.

As a result of all this, a number of financial enterprises—banks, insurance companies, trust companies—having large capital for investment have preferred to go outside of the country for investments which would bring higher returns. A number of French issues floated abroad have thus found their way back to France, and many foreign companies have been able to sell a large part of their loans on the French market.

Canadian issues, which are well secured and highly thought of by the French public, may be placed in France to advantage. In fact, they have already been dealt in in large volume through American and English firms. On the other hand, the Canadian market may be interested in French securities, either state or municipal, when interest rates become higher, which may be expected after the present period of low rates, or in first-class industrial securities.

CONDITIONS IN THE NETHERLANDS IN 1929

LESTER S. GLASS, ACTING TRADE COMMISSIONER

I

Rotterdam, March 6, 1930.—Economic conditions in Holland during 1929 may be said to have been satisfactory, despite the fact that the exceptionally cold weather of the 1928-29 winter adversely affected the crops in various parts of the country and that horticulturists and market gardeners also sustained some losses on account of drought. On the whole, agricultural commodities realized somewhat lower prices. Wheat, oats, beans, potatoes, sugar beets, and onions yielded good harvests, and those of fodder crops and winter vegetables were fairly good. The fruit crop was plentiful, but in some branches of the industry there is over-production primarily due to the rapid spread of cultivation under glass of very perishable products such as cucumbers and tomatoes.

Most of the figures illustrating commercial and industrial conditions are satisfactory, both in themselves and as compared with last year. It is believed, however, that the peak of industrial productivity has been reached or even passed, and that the trend is now downward. The stock market crash in New York marked the turning point. Much of the activity which still exists in industry is to be attributed to the completion of orders and to business placed before the advent of the exchange crisis.

Should the predictions of a decline in activities in Holland be borne out, the first indications will probably be seen in the demand for luxury articles. In the Amsterdam diamond industry, following the exchange slump, labour was only employed for three days a week. Similar conditions prevailed in Belgium. Activity in this field has been curtailed for some time past owing largely to the uncertainty surrounding United States tariff legislation. The diamond industry, however, is now going back on full time.

There are many factors which play a great part in the prosperity of Holland. Not the least of these is shipping, which during the past year has suffered considerably from low freights. Holland is, relatively speaking, limited as a manufacturing country, and as such is in the position of being compelled to import vast quantities of raw, manufactured, and semi-manufactured goods for her requirements. A considerable percentage of Dutch capital is invested in the Netherlands East Indies, and it is to the profits accruing from these investments that much of the wealth of Holland is due. The returns for the main products from these parts are falling off, and this will naturally adversely affect the profits which return to Holland. The East Indian colonies represent one of Holland's best markets, and many of the imports into Holland are resold to the East Indies. There must therefore be taken into consideration the fact that if the buying power of the Dutch colonies be limited, the exports from Holland to the colonies will of necessity diminish. Taking as a basis the average prices ruling in 1929, returns from the five great crops of the Dutch East Indies—tobacco, sugar, coffee, rubber, and tea—were in the aggregate 123,000,000 fl. less than in 1928. On the other hand, many of the industries in Holland have been able to strengthen their position materially with profits made during the past few years, and a few have formed very strong amalgamations which should in the near future be able to show a decrease in production costs. Foresight has been displayed in the fat years: all profits have not gone into dividends, reserves have been strengthened, and modern machinery and methods installed. Nor has Holland been faced with very serious unemployment conditions; the purchasing power of the mass of the people has not been greatly impaired. International trade has advanced, and shipping through the seaport of Rotterdam is still showing an increase and maintains its supremacy over its two rivals, Antwerp and Hamburg.

NETHERLANDS BANK

The first three quarters of the year were, comparatively speaking, of more or less unbroken regularity. There were certain difficulties during August due more to foreign relations than to home conditions which caused a severe drain on the gold reserves. These were through heavy shipments of gold, made chiefly to France. There was likewise a decrease in the holdings of foreign bills, caused to a great extent by the increase of the New York bank rate on August 9.

During the fourth quarter rather important movements took place. On two occasions the bank rate was lowered—on November 1 from $5\frac{1}{2}$ to 5 per cent, and on the 16th of the same month from 5 to $4\frac{1}{2}$ per cent—this being effected through close contact with the developments in the international money market, and more particularly with New York and London. The following table will illustrate the position of the Netherlands Bank at different periods throughout the year:—

1929	Circulation	Other Debts	Cover Per- centage	Bills Dis- counted	Advances in Securities and Goods	Foreign Bills	Miscel- laneous
January 7.	833,981	51,264	51½	95,676	98,162	219,828	37,911
February 4.	807,905	38,745	54	59,426	108,348	205,657	33,737
March 4.	808,766	12,464	55½	98,047	117,860	132,330	42,603
April 2.	834,531	20,962	52	197,897	157,897	33,929	44,375
May 13.	826,672	16,047	54	131,959	110,170	137,329	37,455

1929	Circulation	Other Debts	Cover Per- centage	Bills Dis- counted	Advances in Securities and Goods	Foreign Bills	Miscel- laneous
June 10	803,815	14,901	56	75,123	103,063	171,601	33,132
July 1	844,067	22,006	53	62,882	150,723	175,666	33,971
August 12	807,821	12,980	56	76,305	120,039	135,545	28,481
September 9	824,058	14,548	55	66,391	110,526	168,977	34,980
October 7	840,169	18,218	54	82,442	89,250	195,975	38,299
November 4	878,025	20,480	51½	78,066	115,537	213,059	39,865
December 2	860,795	22,139	55	61,252	106,983	219,455	35,430
December 30	851,237	34,093	53	70,682	111,000	219,861	37,328

It will be seen that there has been an increase in foreign bills, but against this there is a reduction in miscellaneous accounts under which appear the balances of the Netherlands Bank in the foreign banks. Gold reserves have been augmented by about 5,000,000 fl. In this connection, shipments of gold on account of changes in foreign exchange are not taken into account. During the latter part in 1929 it had not been considered profitable to import gold. The increase has been the result of a transaction between the Netherlands Bank and the Java Bank. This increase in the gold reserves has not been accompanied by an expansion in circulation, and the covering percentage, which includes only coins and bullion, at the end of the year stood at 53, the statutory covering percentage being 40.

MONEY MARKET

In 1928 there was a distinct tendency for money to migrate from Holland towards the United States, where high rates were obtainable. However, when the Netherlands Bank rate was raised on March 23, 1929, from 4½ per cent to 5½ per cent, there began a steady reflux from the United States, where money was cheaper. This rendered the money market in Holland easier, so that by the time the Netherlands Bank lowered its rate on November 1 and 15 to 5 per cent and 4½ per cent respectively, the private discount rates had already fallen. During the last three months of 1928 private discount rates in the Netherlands rose to a point as high as 4½ per cent, while during the same period the rates for prolongations followed a similar course, being 5¾ per cent. By the end of December, 1929, the private discount rates were as low as 3½ per cent and the prolongations as low as 3½ per cent.

STOCK MARKET

The first nine months of the past year with a few exceptions were firm with steady trading and a large turnover. The last quarter, however, was one of the most active periods in the history of the stock market of Holland. Owing to the absence of stock exchange statistics, recourse has been made to the returns made to the Government in taxation. There is a taxation rate of 1 per 1,000 levied on both the seller and the buyer. In 1927 the taxes paid amounted to 5,877,000 fl.; in 1928 to 7,549,000 fl., and in the eleven months ending November, 1929, to 8,242,000 fl.

The months of January and October account for more than one-quarter of the business done in the stock exchange; in each of these months well over 1,000,000 fl. were collected in taxes. August and September were the next most important with 604,000 fl. and 817,000 fl. respectively. The difference between October and November may be understood when one considers the effect of prices in New York on the Amsterdam Exchange. The resultant fall caused considerable liquidation of stocks, and hence an extensive turnover. In January there was probably considerable activity carried over from the issue of the Royal Dutch shares of December, 1928, which amounted to over 82,000,000 fl. Speculation has never been indulged in in Holland to such an extent as would make a drop in prices a public calamity, although there have been substantial

losses in certain circles. At the same time it would appear that Holland, during the past few years, has to some extent been afflicted with something of the buying fever that has been apparent in so many financial centres of the world, although her investments abroad have remained relatively conservative. The effect of the New York slump lay not so much in the actual losses borne by Dutch investors in the United States as in the feeling of nervousness and timidity to which it gave rise in the minds of investors, and there was an immediate unloading of many stocks.

Between October 15 and 30 a big drop took place. Between these dates falls were registered, from as little as one point in the case of Government loans to 123 in the case of industrials. The most rapid recovery was noted in the case of Government loans and provincial and corporation loans. The drop in the value of bank shares was not so marked, and although by the end of December they were quoted at a point below that of October 15, they have since registered a steady rise in values. In the case of the Government loans and provincial and corporation loans there is a slight increase above the point at which they stood on October 15. This may be an indication that investors are turning more to gilt-edged securities and leaving alone the more speculative stocks.

Industrial shares, as has been stated, registered the greatest drop, and although there have been fluctuations, the general tendency has been downwards, and in many cases they are still below the point reached on October 30. Indeed, some were quoted on December 30 at the lowest point for the year, and there is little of an upward movement. Mining stocks and oil are in a little better position, and the same applies to rubber, sugar, and tobacco.

Shipping shares suffered quite a break on the first fall of the market, but maintained a fairly steady position until the end of the first week in December, when they again commenced to slump; some of these stocks standing at the lowest point of the year. The State Railways of Holland suffered a relatively small drop of 4 points to 125 $\frac{1}{4}$, but immediately began to climb up again, and by the end of December stood at the highest point since July.

The index figure for December, 1929, taken from an average of six stocks bearing fixed interest, three bank shares, and sixteen miscellaneous stocks, fluctuated from the lowest point of 200·07 on December 21 to 211·91 on December 4 and closed at 203·97.

During that period stocks bearing a fixed interest and bank shares showed a respective increase of 0·56 per cent and 3·25 per cent, whereas miscellaneous shares showed a decrease of 11·38 per cent. This perhaps may be taken as a further indication of the movement already mentioned in favour of gilt-edged securities.

STATE REVENUE

For the first eleven months taxation receipts amounted to some 464,000,000 fl., as against 448,000,000 fl. for the corresponding period of 1928. This was in respect of the budget estimate for 1929 of approximately 432,000,000 fl. The budget was thus exceeded by some 32,000,000 fl. during the period and the actual receipts by 16,000,000 fl. over the corresponding period of 1928.

The financial resources of the State are designated by twenty-one items, sixteen of which record larger returns in 1929. Of the five items for which the returns are lower, three may be disregarded because of the smallness of the decrease. Income tax, and excise duty on spirits, on the other hand, show large decreases, but in both cases it may be attributed to a reduction in the rates of taxation.

Concerning those items which have shown an increase, death duties and registration fees have shown substantial increases. Likewise taxes which are dependent upon industrial activity have without exception yielded good results.

Dividend and bonus tax and unearned income tax have yielded increased returns. In the import duties and statistical dues a growth in the foreign trade is indicated by their increase. A further indication may be obtained in the increase in the collections from the excise duty on meat. This is a duty which is levied on all animals slaughtered in Holland, and the receipts from it show that the importation of frozen meat has a tendency to fall and that the consumption of home-slaughtered animals is on the increase. A greater use of home tobacco manufactures over those imported is also indicated.

CODFISH MARKET IN BRAZIL

A. S. BLEAKNEY, CANADIAN TRADE COMMISSIONER

Rio de Janeiro, March 15, 1930.—Supplies of dried cod in Rio on date of writing are moderate with a heavy demand existing, but in view of the large arrivals expected from England and Norway, the present good demand is unlikely to hold for more than another month. Market prices realized by importers to wholesalers are reported to be 160 milreis per case of 128 pounds net best English cod, and 155 milreis for Norwegian. No quotations were available on Canadian cod. From the above prices approximately 22 milreis were deducted to arrive at net c.i.f. Rio return to exporters. This represents duties, port and other minor supplementary customs taxes, delivery charges, and importer's commission of 5 per cent on delivered price to the wholesaler, bringing the average net c.i.f. Rio return to exporters to \$14 to \$14.50 (Canadian currency) for best English and \$13.50 to \$14.50 for best Norwegian per case of 128 pounds net. Supplies of ling and saithe are moderate at this date with a heavy demand and large arrivals expected from England, and a moderate movement expected from Norway and Canada, with best Canadian bringing \$11.75 to \$12.25 (Canadian currency) c.i.f. Rio per case of 128 pounds net.

In Santos, according to reports furnished by an old-established English firm, supplies of dry cod are light with available stocks of spot codfish very low—approximately between three and four thousand cases. The demand is improving, with a possibility of somewhat better prices. Deducting 20½ milreis per case from prices realized by importers, being duties, delivery charges, and commission, net c.i.f. returns at Santos worked out at approximately from \$14.30 to \$15.65 (Canadian currency) per case of 128 pounds net. Ling and saithe supplies are reported light with moderate demand and medium arrivals expected from England, Norway, and Canada. Best Canadian at present prices should approximate a c.i.f. Santos return of \$10.60 to \$11.35 (Canadian currency) per case of 128 pounds net.

ECONOMIC CONDITIONS IN CUBA IN 1929

JAMES CORMACK, CANADIAN TRADE COMMISSIONER

Havana, March 7, 1930.—The official returns of the trade of Cuba do not extend beyond those for 1928; comparisons based on the trade of the past year are thus not possible.

The new tariff of Cuba, which was promulgated two years ago, is designed to afford protection to domestic produce and manufactures, and the policy is being vigorously pursued. The continued decrease in the price of raw sugar—the island's principal crop—which has recently touched the lowest point in its history, and is still below the cost of production, has very adversely affected economic conditions.

Cuba has always been a large importer of Canadian potatoes. This is a trade that must be expected to continue to decline. Owing to the high duties

on imported potatoes during the Cuban season; to the skill which the Cubans are acquiring in their cultivation; to the natural fecundity of the soil and climate; and to Government assistance and education coupled with natural alteration of the trade channels to meet the changed conditions—potato growing has now obtained a firm hold in the island. The domestic potato, however, cannot reproduce itself more than one, or twice at most, and therefore the trade in seed potatoes may be expected to grow. The industry in canned fruits is also making considerable progress: even well-known Californian brands are having a diminished sale.

RETAIL TRADE

Retail stores in Havana enjoy special advantages compared with other cities in the island due to the fact that the tourist traffic is at present almost entirely restricted to the capital, and thus trade in the winter season is very considerable. It has been felt for some time past that the number of small enterprises engaged in retail business in Havana is excessive and out of all proportion to its total volume. Many of these small establishments, it is stated, make no proper allowance for overhead expenses and are too ready to cut their selling prices, thus becoming a disturbing factor in the market. Among the better-class retail stores there has been a notable improvement in sales methods, including artistic window dressing and a more attractive display of goods.

COMPETITION

Amongst the factors which have to be taken into account in Cuba, in addition to the tariff preference on United States products, is the control of the sugar industry by American interests, which results in many large orders for machinery and supplies being placed in the United States. American capital is now invested in many other lines of industrial enterprise, and controls the power service throughout the island, and to a large extent the sale of electrical supplies. In certain cheap classes of merchandise some competition appears lately to have arisen from Germany and Czechoslovakia, and importers are now being canvassed by representatives of Japanese houses, no doubt in view of the fact that Nippon Yusen Kaisha intends shortly to institute direct sailings to Havana.

A new railway ferry service was inaugurated in June between New Orleans and Havana by means of a new type of railway ferry, the *Seatrain*, with Canadian registration. The *Seatrain* has four decks, each with four parallel tracks on which 95 railway wagons can be loaded. The wagons are not run in through the stern, but hoisted off the dock and lowered through the centre of the vessel by means of a special 105-ton Shaw crane. While some business is done in package lots, over 90 per cent of the business is in full car lots.

This service is an additional factor in assisting United States importers to market their goods in Cuba and enables them to ship goods packed in the same way as for domestic shipment in through railway cars or wagons direct from their factories to warehouses in Havana or any other point in the island of Cuba, without the necessity of having to unload from cars to steamer and vice versa.

There is also a possibility that this service will be used for the shipment of Cuban fruits and vegetables to the United States.

NEW INDUSTRIES

Interesting experiments have been conducted at a small plant near Havana in converting the bagasse of the sugar cane into fibre wallboards. The boards

are said to have proved very satisfactory when used on local construction work, as they possess sanitary and fire-resisting properties and take a coat of paint. A factory is now operating in the province of Santa Clara making paper pulp from the bagasse of sugar cane. It is reported that this factory will shortly produce paper for newsprint.

Among the new industries which it is expected will be established here in the near future are a cotton textile mill near Havana with German capital, a large tin-making factory, and a modernly equipped plant for making starch and other products from yucca and cassava.

On a site a few miles outside Havana, the Government has co-operated with private enterprise in constructing an industrial centre on the most modern lines. This township, now known as General Machado, includes a large paint and varnish factory installed at a cost of some \$300,000 and with a daily capacity of 2,500 gallons, a shoe factory, a first-class industrial and technical school excellently equipped throughout, and 153 four-roomed cottages for the workers and employees, which rent at \$10 per month. An aviation school and landing field are now in course of completion.

AVIATION

The most important development in aviation in Cuba during the last few years has been the service established by an American corporation, Pan-American Airways Inc., which operates a daily service between Miami, Florida, and Havana, and makes three trips a week from Havana to Haiti, Santo Domingo, and Porto Rico, with calls at Camaguey and Santiago. The Pan-American has equipped four base air ports—at Havana, Camaguey, Santiago, and Mendoza (Pinar del Rio)—and has co-operated with the Cuban Army in the survey of intermediate landing fields. The company is considering the use of the largest type of land plane in the United States, with accommodation for thirty passengers.

Among other aviation enterprises recently organized here is the Cuban Aviation Service Company, which plans to operate a charter service from Havana to interior points, to undertake photographic work, and to conduct sales and give instruction. This concern has arranged for the purchase of three planes in the United States. The Cuban National Curtiss Aviation Company is to undertake the construction of an aviation school and landing field on 200 acres of quick-drying soil at the new township of General Machado, a short distance outside Havana. A new company—the New York, Rio, and Buenos Aires Line—will establish a daily passenger service between Miami, Key West, and Havana with 20-passenger planes. During the first half of 1928 four planes were imported valued at a total of \$54,887, all from the United States, and aircraft parts to the value of \$15,520.

COST OF LIVING

There has been no marked change in the cost of living since 1927, although the highest point since the war was reached at the end of June, 1928. At this time, taking the figure for 1914 as 100 for foodstuffs only, the cost of living in Cuba was 191, compared with 160 in the United Kingdom and 156 in the United States. Since June, 1928, the cost of living has shown a slight downward tendency with a further drop which has not yet been calculated during the current year. The increased building program has been responsible for a slight reduction in the rents of large houses, although there is little change in the case of small houses and apartments.

The cost of domestic services shows a tendency to rise, and the present program of the Cuban Government restricting the immigration of coloured labourers

to those contracted by the sugar mills will, it is thought, eventually cause a shortage of coloured domestic servants with a resulting increase in wages.

TOURIST TRADE

The tourist trade, sometimes referred to as "Cuba's second crop," is steadily increasing. The total number of tourists visiting Cuba during the last winter season from December to March is estimated at 80,600, as compared with 62,500 for the previous winter season. In view of the increased service announced by the Cunard Line, it is anticipated that the total for this winter will reach 100,000. A rough estimate places the income from the tourist trade last season at \$20,000,000.

GINSENG TRADE OF CHINA

L. M. COSGRAVE, CANADIAN TRADE COMMISSIONER

Shanghai, March 1, 1930.—Ginseng is known in China under two categories—"wild" which is found growing wild in the mountainous regions of Kirin, Heilungkiang, Korea, and Siberia, and "cultivated" which is grown from seed, also in the above-named territories. In price the "wild" ginseng is much higher than the "cultivated," the old and large-sized roots (weighing about 5 or 6 Chinese ounces each when dried, or 7 or 8 English ounces) bringing the fabulous price of Mex. \$2,000 apiece, but these sizes are very rare nowadays.

For the China market the ginseng roots are washed, dried, and then treated with syrup, and brought to a colour to suit the demands of the different parts of China. For example, North China may prefer brownish, Central China yellowish, and South China whitish colour. The Korean trade is a Japanese Government monopoly. It is sent to China from Nagasaki after receiving treatment and preparation at Fukushima. The market for Chinese (Manchurian) ginseng is at Newchwang, and for the Siberian quality at Vladivostok.

American and Canadian ginseng on the whole is not so large in size as the Asiatic varieties, and the medicinal properties are not considered as good. The root is cleaned and dried in its natural state and is not treated in any way with sugar.

Last year a grower of ginseng in Ontario sent out a 10-pound sample of average quality to test the market in Shanghai. As nothing could be done with it, the sample was sent down to Hongkong and handed over to one of the ginseng wholesalers to be disposed of at best price, and it was eventually sold as "inferior quality," bringing a rather low price.

This sample was regarded as too small, and it contained such a number of sizes that it was found impossible to sort it into different grades. In addition, the roots contained too much "beard," which should have been broken off and treated as superfluous matter. (The root is sold by weight, and the beard does not contain the same medicinal properties as the main body.)

The ginseng firm referred to also stated that the roots are first given a certain amount of attention before shipment is made from American ports, and after arrival in Hongkong each barrel of about 120 pounds is reassorted into no less than thirty different grades, which are standardized for sale to the different consumption centres of China. This sorting is the secret of the Hongkong ginseng firms, and is very jealously guarded, making it most difficult for competitors to cut into this trade.

There is a good market for this commodity in China, everything of course depending on prevailing political conditions. Imports into China in 1928 were valued at 1,954,578 Haikwan taels (Korea, 1,264,166 taels; Hongkong, 603,945 taels; and Japan, 68,899 taels).

CONTROL OF IMPORTS OF FUR-BEARING ANIMALS INTO SWEDEN

FREDERICK H. PALMER, CANADIAN TRADE COMMISSIONER

Oslo, March 18, 1930.—The large success which has attended the efforts of breeders of fur-bearing animals in Norway has for some time been occupying the attention of those who consider that it should be possible to duplicate in Sweden Norway's successful experience. For some time Norwegian fur breeders or importers of fur-bearing animals have been assisting the development of a fur industry in Sweden, and while some animals have been imported from Canada into Sweden, either directly or indirectly through Norway, the great possibilities which Sweden is now offering as a market for high-grade stock prompts a report as to the requirements of the Swedish Government concerning importation.

The Swedish authorities recognize three primary conditions regarding the countries of origin, and for each condition separate regulations have been issued. The first case concerns those countries which are recognized as always being free from the usual diseases of animals. When it is desired to import animals from such a country, it is incumbent upon the importer to send a written application for a permit to import to the Medical Department stating the number and kinds of animals he desires to import, the place and country of origin, the name of the place of importation, together with the name and address of the applying importer. Immediately on arrival of the animals at the named port, the importer must notify to the Customs authorities the number of animals imported, the place of origin and the port of shipment.

The second group includes countries wholly or partly infected with hydrophobia. When an importer applies for a permit to import animals from countries of this group, to his application there must be attached a certificate from the competent authority in the infected country to the effect that no case of hydrophobia has occurred at the place from which the animals originate. The Department of Agriculture or an authorized veterinary surgeon might issue such a certificate, but it must also be verified by the local Swedish consul.

The third category of country includes those in which the animals have been raised, but from which direct importation into Sweden was not made. For example, it is possible for an exporter in Canada to purchase animals in the United States, import them into Canada, and then re-export them to Sweden. In this case the Swedish importer must attach to his application for a permit to import such animals a certificate from an authorized veterinary surgeon in Canada, verified by the Swedish consul or other public authority, to the effect that the animals have been in Canada at least six months before the date of re-exportation to Sweden and that they are considered to be free from disease.

The importation of living muskrats is expressly forbidden.

MANCHURIA'S LARGE CROPS

It is reported in the *Chinese Economic Bulletin*, Shanghai, that owing to favourable weather, Manchuria is claimed to have harvested last year the best crop in the country. The amount of rice harvested from the lowland districts of Manchuria totalled 160,820 tons, showing an increase of more than 3,000 tons as compared with the 1928 yield, and the soya bean crop amounted to 5,351,000 tons, that of kaoliang to 5,136,000 tons, of millet to 3,692,000 tons, of maize 1,776,000 tons, of upland rice 1,787,000 tons, and of wheat 1,552,470 tons. The wheat crop, however, showed a decrease of 67,000 tons owing to flood and insect pests.

TARIFF CHANGES AND CUSTOMS REGULATIONS

South African Tariff Changes

Mr. C. S. Bissett, Canadian Trade Commissioner in Cape Town, cabled on March 29 that the new budget changes the duty on doors from 25 per cent ad valorem to 25 per cent ad valorem, or 3s. 6d. each, whichever is greater, effective March 26. With the exception of new wheat and flour duties, already cabled (see *Commercial Intelligence Journal* No. 1365, March 29, page 482), there are no other tariff changes of importance.

South African Wheat Import Restrictions

It was announced in *The African World* of March 8 that the South African Wheat Importation Restriction Bill had been read for the third time in the Senate. This measure, it is stated, empowers the Minister of Finance, by notice in the *Gazette* from time to time, to prohibit or regulate the importation of wheat into the Union, and to make the necessary regulations for carrying out the control. Mr. C. S. Bissett, Canadian Government Trade Commissioner in Cape Town, advised by cablegram on March 26 that permits for hard wheat were being issued as required up to but not over South African normal requirements based on average imports during the past.

Proposed Customs Tariff Amendment in Barbados

Mr. R. T. Young, Canadian Trade Commissioner in Trinidad, writes under date March 18, 1930, that a bill has been presented to the Barbados Legislature to amend the customs tariff in so far as it affects seeds and beans for oil extraction and for cattle food.

The Barbados Department of Science and Agriculture are endeavouring to encourage the importation of seeds and beans for this purpose, but up to the present only cottonseed and linseed have been imported. It is proposed by this bill to levy the same customs duty on other seeds and beans imported for oil extraction as is now levied on linseed.

The present rates of duty are: linseed 30 cents per ton (2,240 pounds) British preferential, 60 cents per ton general tariff; cottonseed \$1.80 per ton British preferential, \$3.60 general tariff. There is also a surtax of 10 per cent on the amounts of duty leviable at the rates quoted.

It has not been learned whether the surtax of 10 per cent under the Act of April 10, 1929, to continue in force until March 31, 1930, will be reimposed.

Spanish Importation of Maize Prohibited

Mr. A. B. Muddiman, Canadian Trade Commissioner in Milan, writes that the importation of maize into Spain is temporarily prohibited.

German Grain and Flour Duties

With reference to the announcement in *Commercial Intelligence Journal* No. 1365 (March 29, 1930), page 483, concerning German tariff changes, Mr. L. D. Wilgress, Canadian Trade Commissioner, Hamburg, cables that these proposals have been passed. The cablegram states that, effective from March 27, 1930, the duty (per 100 kilograms) on wheat will be 12 marks; on oats, 12 marks; and on barley of all kinds, 10 marks. Effective from March 29, 1930, the duty on flour will be 23.25 marks per 100 kilograms.

The mark equals 23.8 cents Canadian, and 100 kilograms equals 220 pounds.

German Compulsory Milling of Domestic Wheat

Mr. L. D. Wilgress, Canadian Trade Commissioner at Hamburg, cabled on March 31 that the German Government had extended for the month of April the regulation requiring all mills in the German customs territory which mill foreign wheat to grind at least 50 per cent domestic wheat out of the total quantity of wheat which they mill during the month in question. The compulsory milling percentage of 50 has been effective for several months.

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING MARCH 31

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending March 31, 1930, with the official bank rate. Quotations for the week ending March 24, 1930, are also given for the sake of comparison.

Country	Unit	Parity	Nominal Quotations in Montreal Week ending March 24	Nominal Quotations in Montreal Week ending March 31	Official Bank Rate
Austria	Schilling	.1407	\$.1425	\$.1425	6
Belgium	Belga	.1390	.1395	.1396	3½
Bulgaria	Lev	.0072	.0072	.0072	10
Czechoslovakia	Krone	.....	.0296	.0296	5
Denmark	Krone	.2680	.2680	.2679	4½
Finland	Markka	.0252	.0252	.0252	7
France	Franc	.0392	.0391	.0391	3
Germany	Reichsmark	.2382	.2387	.2388	5
Great Britain	Pound	4.8666	4.8681	4.8657	3½
Greece	Drachma	.0130	.0130	.0130	9
Holland	Guilder	.4020	.4013	.4016	3
Hungary	Pengo	.1749	.1750	.1750	6½
Italy	Lira	.0526	.0523	.0524	6½
Jugo-Slavia	Dinar	.1930	.0176	.0176	6
Norway	Krone	.2680	.2678	.2678	4½
Portugal	Escudo	1.0805	.0450	.0475	8
Roumania	Leu	.0060	.0060	.0060	9
Spain	Peseta	.....	.1252	.1245	5½
Sweden	Krona	.2680	.2689	.2689	4
Switzerland	Franc	.1930	.1937	.1936	3½
United States	Dollar	1.00	1.0000	1.0001	3½
Argentina	Peso (Paper)	.4244	.3812	.3850	—
Brazil	Milreis	.1196	.1170	.1175	—
Chile	Peso	.1217	.1210	.1210	6
Colombia	Peso	.9733	.9675	.9675	9
Mexico	Peso	.4985	.4762	.4760	6-7
Peru	Sol	.40	.4000	.4000	7
Venezuela	Bolivar	.1930	.1925	.1925	—
Uruguay	Peso	1.0342	.8950	.9125	—
Cuba	Peso	1.0000	.9993	.9993	—
Java	Guilder	.4020	.4015	.4025	4½
Shanghai	Tael	.....	.4787	.4712	—
India	Ruppee	.3650	.3637	.3643	7
Japan	Yen	.4985	.4950	.4950	5.48
Siam	Baht (Tical)	.4424	.4525	.4525	—
Straits Settlements	Dollar	.5678	.5612	.5618	—
Jamaica	Pound	4.8666	4.8650	4.8650	—
Hongkong	Dollar	.....	.3800	.3735	—
British Guiana	\$.}				
Barbados	\$.}	1.0000	1.00¾—1.01⅞	1.00¾—1.01⅞	—
Trinidad	\$.}				
Other British West Indies	\$.}	1.0000	1.00¾—1.01⅞	1.00¾—1.01⅞	—
Martinique	Franc	.0392	.0392	.0392	—
Guadeloupe	Franc	.0392	.0392	.0392	—

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT KINGSTON, BELLEVILLE, PETERBOROUGH, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.); AND THE MARITIME PROVINCES TRADE COMMISSION, TORONTO.

Canadian exporters should, for follow-up purposes, send a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which it emanated.

Foodstuffs

311. SALTED SALMON.—Rotterdam importer is desirous of establishing relations with Canadian exporters of new season's Labrador salted salmon.

312. CANNED FISH.—A firm in Bremen, Germany, wish to get in touch with Canadian exporters of canned fish such as canned salmon and canned lobsters.

313. DRIED FRUITS.—A firm in Bremen, Germany, wish to get in touch with Canadian exporters of dried fruits.

314. EVAPORATED APPLES.—A Stockholm firm of agents wish to represent a Canadian exporter of evaporated apples.

315. FISHMEAL.—Dutch firm desire samples, analyses, and quotations, preferably c.i.f. Rotterdam on fishmeal.

Miscellaneous

315. WHISKY.—Swiss firm are desirous of representing Canadian exporters of rye whisky.

317. HAIRDRESSERS' EQUIPMENT AND SUPPLIES.—An important firm of importers in Oslo wish to establish connection with Canadian exporters of hairdressers' and beauty specialists' equipment and supplies.

318. TOILET ARTICLES AND PERFUMES.—A firm of importers in Oslo wish to establish connection with Canadian exporters of the above-named articles.

319. PATENT MEDICINES.—A firm of importers in Oslo wish to represent a Canadian exporter of patent medicines.

320. ENGINEERING EQUIPMENT.—Two engineers with considerable sales experience are desirous of representing Canadian producers of engineering devices and equipment who desire representation in the West of England with a view to the introduction of their products.

321. CAUSTIC SODA, ETC.—A commission agent in Havana desires to represent Canadian firms exporting caustic soda, formaline, resin, glycerine, and grease and tallow for soap and candle manufacturers.

322. SHOE LEATHERS.—A commission agent in Havana desires representation of Canadian tanners of all kinds of shoe leathers, especially calf and patent.

323. JUTE BAGS.—Jute bags, both new and second-hand, are wanted by Piraeus house.

324. SWEAT SHIRTS.—A North of England wholesale sporting goods house is open to receive samples and full particulars of sweat shirts suitable for athletic and outdoor use. C.i.f. Manchester prices necessary.

325. ALUMINUM WARE AND ALUMINUM FOILS.—A firm of manufacturers' representatives in the Philippine Islands ask to be supplied with samples, prices, and catalogues of all types of aluminum ware and aluminum foils.

326. CRETONNES AND TAPESTRIES.—Canadian manufacturers of cretonnes and tapestries are asked to supply the Canadian Trade Commissioner at Hongkong with samples and prices of cretonnes and tapestries.

327. STATIONERY SUPPLIES.—A firm of manufacturers' agents and wholesale distributors in the Philippine Islands ask to be supplied with catalogues, prices, and samples of all types of stationery supplies.

328. PAPER.—A firm of manufacturers' agents and wholesale distributors in the Philippine Islands ask to be supplied with samples and c.i.f. prices of kraft, bond, and writing papers.

329. WALLPAPERS.—Canadian wallpaper manufacturers are asked to supply the Canadian Trade Commissioner at Hongkong with samples and prices of wallpapers.

330. BUILDING BOARDS.—A firm of manufacturers' representatives in the Philippine Islands ask to be supplied with samples, prices, and specifications of asbestos board pulp board, and gypsum board.

331. PLYWOODS.—A firm of manufacturers' representatives in the Philippine Islands ask to be supplied with samples, prices, and specifications of plywood.

332. MOULDINGS (IN STRIPS).—Canadian manufacturers of mouldings (in strips) are asked to supply the Canadian Trade Commissioner at Hongkong with samples and prices, etc., of the various types of mouldings.

333. SOLE LEATHER.—A Hongkong firm of manufacturers' representatives and direct importers ask to be supplied with c.i.f. prices and specifications of all grades of sole leather.

334. ELECTRICAL APPLIANCES.—A Hongkong firm of importers and manufacturers' agents ask to be supplied with catalogues and c.i.f. prices of all types of electrical appliances.

335. SHIP CHANDLERY.—A Hongkong firm of manufacturers' agents and direct importers ask for specification and prices of all types of ship chandlery.

336. CHEMICAL FERTILIZERS.—A firm of importers and agents in the Philippine Islands ask to be supplied with specifications, samples, and c.i.f. prices of chemical fertilizers (ammonium sulphate, nitrates and phosphates).

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From St. John

To AVONMOUTH, CARDIFF AND SWANSEA.—Vardulia, Anchor-Donaldson, April 17.

To GLASGOW.—Melita, Canadian Pacific, April 17; Letitia, Anchor-Donaldson, April 11.

To BELFAST AND DUBLIN.—Dunaff Head, Head Line, April 9 (cargo accepted for London-derry and Cork).

To LIVERPOOL.—Duchess of Bedford, April 11; Duchess of York April 18; Duchess of Atholl, April 25—all Canadian Pacific.

To LONDON.—Metagama, April 10; Beaverbrae, April 18—both Canadian Pacific.

To MANCHESTER.—Manchester Division, Manchester Line, April 19.

To SOUTHAMPTON.—Montcalm, April 16; Montrose, April 23—both Canadian Pacific.

To ANTWERP.—Metagama, April 10; Beaverbrae, April 18; Montrose, April 23—all Canadian Pacific; Brant County, April 15; York County, April 26—both County Line.

To HAMBURG.—Montcalm, Canadian Pacific, April 16; Hada County, County-Hamburg American Line, April 11.

To HAVRE.—Brant County, County Line, April 15.

To SOUTH FRANCE AND ITALIAN PORTS.—Valreale, Lloyd Mediterraneo Italian Service, April 15.

To ROTTERDAM.—Labelle County, April 10; York County, April 26—both County Line.

To PORT SAID, SUEZ, PORT SUDAN, DJBOUTI, ADEN, MOMBASA (KILINDINI), TANGA, DAR-ES-SALAAM, RANGOON AND CALCUTTA.—A steamer, April 23 (also calls at Madras); City of Kobe April 27—both American and Indian SS.

To PORT SAID, KARACHI, POREBUNDER, BOMBAY, COLOMBO, MADRAS, RANGOON AND CALCUTTA.—City of Christchurch American and Indian Line, April 14.

To SOUTH AFRICAN PORTS.—Bompata, Elder Dempster Line, April 20 (also calls at West African ports).

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Lady Drake, Canadian National, April 10; Spica, Ocean Dominion, April 18 (does not call at Nevis, Montserrat or Dominica).

To ST. PIERRE-MIQUELON AND ST. JOHN'S, Nfld.—Sollund, Newfoundland-Canada SS. Ltd., April 17.

From Halifax

To LIVERPOOL.—Newfoundland, April 12; Nova Scotia, April 29—both Furness Line; Baltic, April 7; Dorelian, April 14; Albertic, April 21—all White Star Line; Manchester Citizen, April 7; Manchester Exporter, April 21—both Manchester Line; Andania, Cunard Line, March 31.

To LONDON.—Megantic, April 12; Missouri, April 30—both White Star Line; Alaunia, Cunard Line, April 7.

To MANCHESTER.—Manchester Citizen, April 7; Manchester Exporter, April 21—both Manchester Line; Dorelian, White Star Line, April 14.

To SOUTHAMPTON.—Megantic, White Star Line, April 12.

To GLASGOW.—Letitia, Anchor-Donaldson Line, April 12.

To St. JOHN'S, Nfld.—Silvia, Red Cross-Furness Line, April 8; Sambro, April 18; Farnorth, April 11 and 25 (also calls at North Sydney)—both Farquhar SS.; Newfoundland, April 12; Nova Scotia, April 29—both Furness Line; Sollund (also calls at Newfoundland outports), Newfoundland-Canada SS., April 19.

To St. PIERRE-MIQUELON.—Fernfield, April 15 and 29; Sambro, April 18; Farnorth, April 11 and 25—all Farquhar SS.; Sollund, Newfoundland-Canada SS. Ltd. April 19.

To SOUTH AMERICAN PORTS.—Canadian Pathfinder, Canadian National, April 19.

To BERMUDA, St. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, St. LUCIA, BARBADOS, St. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Lady Drake, Canadian National, April 18; a steamer, April 10; Spica, April 24—both Ocean Dominion (do not call at Nevis, Montserrat or Dominica).

To HAMILTON, BERMUDA; NASSAU, BAHAMAS; KINGSTON, JAMAICA; AND BELIZE, BRITISH HONDURAS.—Lady Rodney, April 26; Lady Somers, April 12; Cathcart, April 19 (does not call at Bermuda or Nassau)—all Canadian National.

To St. GEORGE (BERMUDA), PORTO RICO, St. KITTS, ANTIGUA, GUADELOUPE, MARTINIQUE, BARBADOS, TRINIDAD AND DEMERARA.—Colborne, April 10; Cornwallis, April 24 (also calls at St. Vincent, Grenada and Tobago)—both Canadian National.

To SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Ottar, April 30 (also calls at Montego Bay and other Jamaica outports); Caledonia April 16—both Pickford & Black.

To BRISBANE, SYDNEY, MELBOURNE AND ADELAIDE.—Canadian Victor, April 15; Canadian Constructor, April 30—both Canadian National.

To AUCKLAND, WELLINGTON, LYTTELTON, TIMARU AND DUNEDIN.—Canadian Scottish, Canadian National, April 25 (also calls at Bluff).

From Vancouver

To YOKOHAMA, KOBE, SHANGHAI, HONGKONG AND MANILA.—Empress of Canada, April 17 (also calls at Honolulu); Empress of Russia, May 8—both Canadian Pacific.

To YOKOHAMA, KOBE, MIKE AND HONGKONG.—Protesilaus April 22; Talthybius, May 13—both Blue Funnel.

To YOKOHAMA, KOBE, OSAKA AND DAIREN.—Toyoma Maru, Osaka Shosen Kaisha, April 29.

To YOKOHAMA, KOBE AND SHANGHAI.—Arabia Maru, Osaka Shosen Kaisha, April 24.

To AUCKLAND, WELLINGTON, LYTTELTON AND DUNEDIN.—Golden Cloud, April 17; Golden West, May 17—both Oceanic and Oriental Navigation Company.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Niagara, Canadian-Australasian Line April 30.

To AUCKLAND, WELLINGTON, MELBOURNE AND SYDNEY.—Hauraki, Canadian-Australasian Line, May 15 (also calls at Adelaide).

To SYDNEY AND MELBOURNE.—Elmworth, Australian B.C. Shipping Co., Ltd., April 25 (also calls at Adelaide); Waitemata, Canadian-Australasian Line, May 1 (also calls at Papeete).

To BRISBANE, SYDNEY, NEWCASTLE, MELBOURNE AND ADELAIDE.—Bullaren, Transatlantic SS. Co., Ltd., April 19.

To MANCHESTER.—West Lynn, April 12; New Westminster City, April 26—both Rear-don Smith Line; Pacific Exporter, Furness Pacific Line, April 19.

To LIVERPOOL, SOUTHAMPTON, LONDON AND ROTTERDAM.—Nichteroy, April 9; Loch Gail, April 24; Drechttyk, May 8—all North Pacific Coast Line.

To HAVRE, DUNKIRK, BORDEAUX AND ANTWERP.—Indiana, French Line, April 9.

To HAMBURG, BREMEN AND ANTWERP.—Portland, April 22; Los Angeles, May 15—both Hamburg-American Line; Narenta, April 14; Kinderdyk, May 6 (also calls at Rotterdam)—both North Pacific Coast Line.

To BARCELONA, MARSEILLES, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Rialto, Navigazione Libera Triestina, May 2.

To BAHIA BLANCA, BUENOS AIRES, MONTEVIDEO, ROSARIO AND SANTA FÉ.—Taranger, April; Bremanger, May 6—both Westfal-Larsen.

To PORT OF SPAIN (TRINIDAD) AND BRIDGETOWN (BARBADOS).—Noetsfield, Canadian Transport Co., Ltd., April 10.

To PUERTO COLOMBIA.—Point Arena, April 17; Point San Pablo, April 25 (also calls at Curacao and Kingston); Point Gorda, April 26—all Gulf Pacific Line.

Note—Firms who desire information concerning ocean mail services may have their names placed on the mailing list of the Post Office Weekly Bulletin by applying to the Post Office Department.

CONDENSED LIST OF PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

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PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada, \$3.50; single copies, 10 cents.
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Trading with Spain (1926). (Price 25 cents.)
West Africa and its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.

Census of Canada.

Miscellaneous Statistics respecting the following: Business; Education; Employment; Finance (Provincial and Municipal); Justice; Transportation, including railways and tramways, express, telegraphs, telephones, water, etc.; Production, including agriculture, furs, fisheries, forestry, mining, construction and manufactures; Vital: Births, deaths, marriages, divorce. Canada, 1930.

Year Book of Canada.

Report of the Dominion Statistician, Annual.

Trade (External) (Imports and Exports), Annual, Quarterly and Monthly.

Trade (Internal), Prices, cost of living, capital movements, etc.

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 Kobe: Acting Trade Commissioner. Address for letters, P.O. Box 230. Office, Chamber of Commerce Bldg., Kobe. *Cables, Canadian.*

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Peru

G. R. Stevens, Casilla 1212, Lima. Office, Calle Coca, 478. (Territory includes Bolivia and Ecuador.) *Cable Address, Canadian.*

South Africa

C. S. Bissett, P.O. Box 683. Office, Westminster House, Adelderly street, Cape Town. *Cable Address, Cantracom.*

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London: J. Forsyth Smith, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C. 2. *Cable Address, Canfrucum.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany and Spain.)

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NOTE.—Bentley's Second Phrase Code is used by Canadian Trade Commissioners.

Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. James Malcolm, M.P.

Deputy Minister: F. C. T. O'Hara

Director, Commercial Intelligence Service: C. H. Payne

Published in English and French. Subscription Price for either edition: \$1 per annum in Canada (single copies 5 cents each); \$3.50 outside the Dominion (single copies 10 cents each). Remittances, which may be made by Post Office or Express Orders, or Drafts, or Cheques, payable at par in Ottawa: should be addressed to the King's Printer, Government Printing Bureau, Ottawa.

Vol. XLII

Ottawa, April 12, 1930

No. 1367

TABLE OF CONTENTS

	Page		Page
Agricultural Industry in India—I....	529	Cuba's Foreign Trade in 1928.....	558
Conditions in Germany in 1929—I... 535		Italian Market for Sausage Casings. 559	
West of England Wood Wool Trade 541		Bentley's Second Phrase Code in use	
Washing-machine Market in North		in Trade Commissioners' Offices.. 560	
of England 542		Wheat Crop Prospects in Portugal.. 561	
Market for Sweat Shirts in North		Designs, Patents and Trade Marks	
of England 545		in the Leeward Islands..... 561	
Flour Situation in Northern Ireland 546		British Marking of Ice Skates Pro-	
Food Products Exhibitions in the		posed 561	
United Kingdom 547		Tariff Changes, etc.:—	
Mr. Heasman's Visit to Canada.... 548		Australian Surtax and Import Pro-	
South African Market for Imported		hibitions 561	
Fruit Pulps 549		Trinidad Prohibits Importation of	
Commercial Notes from New South		Saccharine 562	
Wales 550		Trinidad Sugar Duty Doubled.... 562	
Conditions in Brazil in 1929..... 551		Tenders Invited—New Zealand..... 562	
Catalogues and Samples for Chile... 553		Trade Enquiries 563	
Conditions in the Netherlands in 1929 554		Foreign Exchange Quotations..... 564	
Foreign Trade of Sweden in 1929:		Sailings from Canadian Ports..... 565	
II. Imports 556		List of Acts, etc., Administered.... 567	
		Commercial Intelligence Service..... 568	

AGRICULTURAL INDUSTRY IN INDIA

H. R. POUSSETTE, CANADIAN TRADE COMMISSIONER (FORMERLY OF CALCUTTA)

I

It is estimated that about 71 per cent of the people of India live directly by agriculture, and it is safe to say that another 15 or 20 per cent live indirectly by it. This makes the agricultural industry of paramount importance, although it would seem that it is only in recent years that the truth of this is being fully recognized. But the realization that the peasant is the basis upon which the economic structure of India rests is a hopeful sign and promises well for the future of the country. In a pamphlet on the economic situation of the country, issued by the Calcutta Chamber of Commerce about a year ago, a quotation is made from the presidential address at the Calcutta session of the Federation of Indian Chambers of Commerce: "The prosperity of the commercial and industrial classes is, and can only be, founded on the prosperity of the masses in India, namely, the agricultural classes." Another reference to the federated Indian chambers was their demand for the appointment of an Indian banking inquiry committee on the ground that "there must be something wrong with the system

by which poor agriculturists have to pay high rates of interest while there are capitalists ready to invest their money at a low rate of interest." It is assumed that even under present primitive conditions, loans to cultivators require some seven hundred crores of rupees or over two thousand million dollars in Canadian currency. If the industries of the country are to prosper, it is necessary that the present low standard of living be raised so that the purchasing power of the people may be increased. The only industries that can be considered satisfactory are those of jute and tea, which are largely independent of the domestic market. The system of agriculture in India being primitive, the industrial prosperity of the country rests upon a foundation too narrow and unstable to permit of full development. A low profit in the field can only mean low dividends and low wages in the factories.

THE MONSOON

The most important element in connection with agriculture in India is the monsoon, or rainy season. When it is abundant India prospers, and when it is deficient trade languishes. Crops in India are divided into two classes known as the kharif or monsoon and the rabi or winter, and each has its own characteristics.

The principal crops grown in India are rice, wheat, barley, cotton, oil seeds, sugar, tea, and jute. Rice comes first with approximately 80 million acres sown to that cereal. Next in order comes wheat with about 24 million acres, barley between 6 and 7 million, other foods grown and pulses about 85 million acres. In 1926—the year for which these figures are taken—a little over 18 million acres were sown to cotton, sugar about 3 million, oil seeds about 15 million, and jute about 3 million acres. In the year mentioned there was a total area sown of just under 257 million acres.

CULTIVATION

The methods of cultivation as practised by the peasant in India are exceedingly primitive and have probably changed little in the last thousand years. The implements used are of the crudest. Little or nothing is known about seed selection, and the animal manure which should be returned to the soil is burned as fuel. Under such circumstances it is extraordinary that India produces as large crops as are gathered in a good monsoon year. No doubt the abundant rain, strong sun, and (on irrigated lands) the rich matter which is brought down from the mountains help to some extent to make up for the impoverishment of the soil. But while the Indian agriculturist may be simple and illiterate, he at the same time possesses a great deal of knowledge concerning the land which he has inherited from countless generations of peasants; and he loves the land.

The chief hope for the promotion of prosperity amongst the agricultural classes rests upon the work of the Agricultural, Co-operative and Irrigation Departments. If adequately supported with money and personnel and imbued with the spirit of enthusiasm, there is no limit to what they can accomplish within the next ten or twenty years. Until 1904 India was without an agricultural department of any kind. In that year Lord Curzon organized a central department which took the form of an Imperial Research Institute at Pusa. The work of this institute, which had only a small staff at its inception, was principally advisory. Nor was any land provided at the time for experimental purposes. The following year it was decided to develop provincial departments of agriculture and the sum of 24 lakhs of rupees or approximately 800,000 dollars in Canadian currency were allocated for the purpose. (A rupee of that date was worth about 1s. 4d. as compared with 1s. 6d. to-day, a lakh is 100,000 rupees, and a crore is equal to 100 lakhs.) In addition to the work of the Agricultural Department, a considerable amount of research work is being done by the Indian Tea Association and by the Central Cotton Committee. These associations provide their own funds and are performing much useful

work. They are each demonstrating the value of such unofficial associations, and by conducting research work have been able to add considerably to the value of the tea and cotton crops.

The provincial departments have in recent years been coming into direct contact with the peasant, and are exerting, so far as their resources permit, a highly beneficial influence upon agriculture. The ignorance of the peasant in some ways is very great, and moreover he is extremely conservative and suspicious. Being illiterate, as are about 90 per cent of the people, it is impossible to reach him with the written word, and consequently he can only be taught by practical demonstration, which necessitates a numerous staff and considerable expenditure. If the simple Indian agriculturist is brought to an experimental or demonstration farm to show him what can be accomplished by modern methods of cultivation, he may go away entirely unconvinced that they apply to him. He probably thinks that the demonstration has been arranged to impress him, and that the demonstrators—that is, department officials—have advantages which are beyond his means. To impress the peasant it is necessary that demonstrations be made upon his own land with his own implements and with his own bullocks.

SELECTED SEED

As an example, to show the advantages of sowing selected as compared with the ordinary seed used by the peasant, it is necessary to call the neighbours together to the farm of one of them, and using his implements and animals, to plant rows of both selected and inferior seed. Later when this seed has sprouted and grown, the neighbours can then be called together again so that they can see for themselves the difference in results. By such means the farmers are being taught the advantages of sowing a good strain of seed, and already results are being shown in substantial additions to the value of the country's crops. In a report issued two or three years ago by the Director of Agriculture for the Central Government, attention is drawn to the increase in value of the crops which have been brought about by the use of better classes of wheat, rice, and cotton seed, and better strains of sugar cane. On one of the experimental farms a new wheat called *pusa* wheat has been developed that has proved to be most successful, and slowly the peasants in the wheat-growing areas of the Punjab, Northwest Province, United Provinces, and Central Provinces are using it to their advantage. The reputation of this wheat has even extended beyond the borders of India and has been successfully planted in several other countries. The distribution of proper seed entails a great deal of trouble, and to ensure that it shall reach the peasant in an unadulterated form, it has been necessary for the agricultural departments to sell it to him direct. If the provincial departments were left to sell to dealers, probably in ninety-nine cases out of a hundred the latter would mix it with inferior seed and sell it to the cultivator at the price of the best. And it is fairly certain that if the farmer owed the shopkeeper money, he would see that the former purchased his seed from him at his own price. The great thing is that the mind of the peasant has been opened, and it is dawning upon him that it is within his power to improve his present condition. No public expenditure in India can be of more advantage to the country, or more reproductive, than that devoted to the Agricultural, Co-operative and Irrigation Departments.

MANURES

As has been stated, the Indian cultivator starves his land; the animal manure which is best suited to it is used for other purposes, and consequently the soil which might be fertile produces poor crops. General speaking, the

only scientific fertilizing that has been done in India is by the large European-managed estates such as tea gardens, rubber plantations, and cotton plantations. Various kinds of artificial fertilizers are being produced in India or are being imported. The ones in most common use are sulphate of ammonia and nitrate of soda. Ammo-phos is also being used, but, judging from information received, principally in Burma. The last named is of importance to Canada since a considerable amount of this product is partly manufactured in the Dominion. It is also of interest to note that recently a substantial quantity of cyanamid has been shipped from Ontario to India. There is good reason to believe that this trade will continue and increase as time goes on, since the use of fertilizers in India is only in its infancy, and their advantage is only beginning to be understood. It has been stated that in Burma the use of ammo-phos has increased the value of the outturn by from seven to twelve rupees per acre.

One of the writers on Indian agriculture expresses the opinion that soils cultivated by the Indian peasant do not require artificial manure so much as animal manure. He states that the practical problem is to prepare a supply of fermented or organic matter and apply it to the soil at the right time. Unfortunately, the present supply of manure, which is insufficient, is allowed to dry in the open air, and it is applied to the land in an undecayed and unfermented condition. This asks too much of the soil, as it not only has to provide food materials for the plant life, but at the same time to digest the manure which has been applied. This opens up a vast field for the energies of the various agricultural departments, but here again it is impossible to undertake adequately such work unless sufficient money is provided and the right class of men are forthcoming.

To show the immense indifference in regard to the use of fertilizers, it need only be stated that sulphate of ammonia, which is produced in fairly large quantities in the country, was exported until a few years ago. Now, India instead of exporting sulphate of ammonia is importing it, together with considerable quantities of other fertilizers. Mr. Albert Howard refers to the difficulty of solving India's manurial problems by means of conventional methods employed in the West. He believes that the solution is to employ green manure on open, well-aerated soils, and suggests that the methods which have been employed in China for many centuries should be copied by Indian cultivators. There is no lack of plants in India for use as fertilizers, providing the residues are first broken up so that absorption of oxygen and water can take place. These residues should then be mixed with earth, a little cow dung, wood ashes, and water. This compost, when it has become nitrified, it is claimed, is the material that the soils of India require more than anything else in order to produce heavy crops. It is said that by the application of such compost in sufficient quantities the yield of cotton can be doubled. This work requires a good deal of labour and minute attention on the part of the cultivator, but one of the complaints against farming methods in India is that they are intensive instead of extensive. It is certain that the ryot will never be able to take full advantage of the better strains of seed without a greater and better-directed use of fertilizers. It is impossible to estimate the huge loss which the country suffers every year by the burning of manure and the depriving of the land of the nitrogen which it requires. While the land needs phosphates, it is nitrogen for which it hungers most.

Farmers who have small holdings are much inclined to farm as if they had considerable areas. They have plenty of time to cultivate intensively, and it is only by following such a method that Indian agriculture can be developed to a degree which is commensurate with its possibilities.

SUBSTITUTION OF CROPS

One of the activities of the Agricultural Department is to persuade the peasant to abandon a crop which has been found unsuitable to the soil in favour of another. Being conservative and suspicious, he is loath to make a change, but in spite of this a good deal is being accomplished. To show what can be done, in one departmental report it was stated that by substituting ground nuts for another crop, the value per acre had been increased from 18s. to £4 10s., and in the same report it was stated that by using better strains of cotton the value per acre had been increased from £4 to £12 and £14.

EROSION

Soils in India suffer tremendous losses from the erosion which takes place annually. It is common to the whole country except in the rice-growing areas, and it is particularly harmful in the higher districts. Mr. Albert Howard, in his book *Indian Agriculture*, states that villages which were at one time surrounded by fertile fields now lie in a network of useless ravines. He goes on to say that the real remedy for such damage is prevention—that is, control of drainage. Other writers have referred to this problem and the immense loss which agriculture in India suffers each year by the erosion of surface soil.

IMPLEMENTS

The agricultural implements used in India are of the simplest and crudest. The ploughs are simply small logs of wood pointed with iron. They do not plough as ploughing is understood in Canada, but simply disturb the surface of the soil. Where one or two ploughings should be sufficient, in India the ground has to be gone over eight or ten or twelve times. All this requires time and energy, and while the man may have time to spare, the animals have no surplus energy to be wasted upon labour that might be obviated by the use of a better implement. Fodder is comparatively scarce in India, and consequently it is incumbent upon the cultivator to conserve the strength of his animals. The harrow in use is likewise crude. A third implement employed universally throughout the country is known as a kodali. This the Indian uses for a variety of purposes, but particularly for digging and hoeing.

It is of interest to note that opinion as to the advantage of deeper ploughing on Indian soils is by no means unanimous. One Indian Minister of Agriculture in conversation stated that he was quite doubtful as to the advantage of using iron ploughs, but believed that the native element was more suitable to the particular circumstances, or alternatively an iron plough made to suit local conditions. It is contended that the inverting of the soil is not necessary, or not so necessary in India as in Europe and America, since in the latter it is done for two purposes: to expose the soil to the pulverizing benefits of winter frosts and to destroy weeds. In India weeds can be uprooted by hoeing and are immediately killed by the sun, and dryness and heat are said to perform the same service for the soil as is done in colder countries by frost.

MARKET FOR AGRICULTURAL IMPLEMENTS

Small iron ploughs are beginning to be used, and probably in another few years hundreds of thousands of them will be sold to the peasant. Ploughs will have to be cheap to conform to a very limited purchasing power, and they will have to be small and light to suit the strength of the bullocks which must draw them. It is useless to consider a heavy plough for India, as the bullocks are small and comparatively light, and often underfed.

In some parts of the country seed drills are in use, and upon large estates, and particularly those owned by Europeans, motor ploughs have been introduced. The use of motor ploughing is likely to extend, although this may come about slowly. Just after the war the idea seemed to be fairly prevalent that power ploughing was likely to be extensively practised in India, but later years have hardly justified that view. In conversation with a large importer in

Southern India last year, a reference was made to another conversation with the same people in 1920, and the remarks made then by the senior partner. He was very enthusiastic as to the outlook for tractor ploughing, but his successor stated that they had been greatly disappointed in the sale of such machinery, and that some of the ploughs were still in their possession. But when all is said and done, in time there will be an enormous sale in India for implements, simple and cheap at first, but as their usefulness is demonstrated improving in design and quality. But whether harvesting machinery or power separators will ever be used to any extent it is impossible to say. At the present time practically no harvesting machinery is in use, and the grain is separated in the same way as the forbears of the present generation separated it two thousand years ago—that is by treading out with oxen, beating out by the hand, and employing the wind to winnow it. Iron ploughs are being manufactured in India and are also being imported into the country. So far Canadian manufacturers have not participated in the trade in the simple implements except on occasional specific indents. Some Canadian tractor ploughs are being shipped to India, but as will be gathered from the remarks above, this trade is as yet only in its early stages.

Reapers drawn by bullocks have been introduced in certain parts of India where labour has been insufficient at harvest time. The use of these reapers is probably likely to increase as their advantages become more generally demonstrated. It is fairly certain that in addition to iron ploughs and harrows of modern although light make, a demand will be stimulated for cultivators for cleaning the soil and keeping it broken up during the monsoon period.

With regard to tractor ploughing, one factor that militates against its more general use is the lack of knowledge of mechanics. Success depends to a great extent on the driver, and unless he is intelligent enough to take proper care of his machine it cannot be expected to yield satisfactory results. One or two of the provincial departments, recognizing this difficulty, have begun to train mechanics, so that the demand for skilled men can be satisfied as it arises.

Another sidelight on this problem is that most of the country people being illiterate, newspapers cannot be utilized to bring the advantages of tractor ploughing to their attention. It can only be done by demonstration, and consequently every prospective purchaser desires that a demonstration shall be carried out on his own farm. Since the tractor outfit costs about 6,000 rupees or a little over 2,000 dollars, the zemindar wants to be very sure that machine ploughing is suited to his needs and will be to his advantage before he invests so much money. The fact that motor cars and motor buses are coming into increasing use in India is helping to develop a knowledge of mechanics which will be highly useful in developing agriculture by mechanical means.

A good deal of demonstration work has been done in cotton soils, and to judge from reports the advantages of these methods are becoming fairly well known. In Gujarat, where cotton soil is extremely hard and where bullock ploughing would be useless, it has been necessary to resort to claw barring to break up the soil. The cost of this is high, amounting to from 40 to 70 rupees per acre. It is here that tractor ploughing has a splendid opportunity to demonstrate its advantages, since soil can be broken up to a depth of 6 to 8 inches at an average cost of about 5 rupees per acre. The saving is so great that it is a comparatively simple matter to persuade cultivators as to the advantage of tractor ploughing, leaving in most instances only the question of raising the necessary funds.

It must be borne in mind, in considering ploughing in India, that much of it has to be done before the monsoon commences, so that the seeds can be sown with the first moisture. In Canada ploughing is usually done after the soil has been moistened and softened. One condition that must be met in order to popularize tractor ploughing is to maintain a sufficient supply of machine parts and a corps of trained demonstrators.

REVIEW OF TRADE CONDITIONS IN GERMANY DURING 1929

L. D. WILGRESS, CANADIAN TRADE COMMISSIONER

[1 reichsmark (R.M.) = \$0.238; 1 metric ton = 2,204 pounds]

I

Hamburg, March 14, 1930.—Business conditions in Germany during the year 1929 were unsatisfactory and were subjected to considerable strain. The series of conferences dealing with the reparations problem tended to dominate the economic life of the country. The resulting internal political excitement and external tension had an adverse effect on business. This was particularly marked in May, when a breakdown of the Paris Conference led to the withdrawal of large amounts of foreign money and gave rise to a severe credit stringency.

During the past year the diminution of the inflow of foreign capital and the completion of the rationalization of industry led to a very marked decline of home trade, but this was made good by increased exports of manufactured goods to foreign markets, so that industrial production was maintained at the level of the previous year. This adaptability to changing conditions revealed the inherent soundness of the German economic structure. The increase in the exports of manufactured goods must be considered the outstanding feature of the year.

The past year has revealed the continued dependence of German trade and industry on foreign credits. The capital market was strained throughout the year, which was marked by a great reduction in capital issues. The influx of foreign capital only amounted to 37.5 per cent of that of 1928. The internal accumulation of new capital also was less than in the previous year. The requirements of other monetary centres and the uncertainty engendered by the prolonged reparations negotiations led to the withdrawal of foreign funds loaned on short term. As a consequence the money market experienced violent fluctuations. In spite of the pressure of these adverse factors, the Reichsbank was able to retain control of the situation and the necessary measures were taken to assure the stability of the currency.

The year opened with an abnormally cold winter which restricted activity in many trades and greatly added to the number of unemployed. After the ground thus lost had been recovered in the spring, it became evident that the completion of the rationalization of industry and the acute shortage of capital were bringing about a great decline in domestic trade. With marked success, however, outlets were found in foreign countries for the goods which could not be consumed at home.

The year closed with falling prices for nearly all commodities and a consequent depression of trade in overseas markets. This has threatened to check the notable expansion of German exports of manufactured goods, which has been compensating for the decline in domestic trade. There was consequently a falling off in industrial production towards the end of the year. On the other hand, the money market after a year of violent fluctuations was liquid and stable at the close of the year and the lower money rates may be expected to give an impetus to new activity.

The depression in the home market was not reflected in any great decline of imports, there being only a slight decrease from the figure of the previous year. The chief falling off was in the imports of food products. Importations of raw materials were maintained at the same level. With the increase in exports the year closed with a surplus of exports amounting to R.M.47,600,000 as compared with an unfavourable balance of R.M.1,726,000,000 in 1928.

Owing to the reduced imports of foodstuffs, and particularly as a result of the decline in the shipments of Canadian grain, the year showed a great reduction in the value of Canadian exports to Germany. According to the Canadian statistics, the total value of the exports from the Dominion to Germany amounted last year to \$32,393,000 as compared with \$45,626,000 in 1928. The German trade returns show a decline in the total value of imports from Canada from \$89,350,000 in 1928 to \$71,812,000 in 1929.

UNEMPLOYMENT

The figures of unemployment during the year 1929 were consistently higher than the figures for the corresponding dates of the previous year. Owing to the abnormally cold weather the number of unemployed reached record figures in the winter. The total number of unemployed in receipt of insurance and emergency relief registered on January 1, 1929, was 1,968,000. The number steadily increased during the next two months until at the end of February the record figure of 2,783,000 was reached. The customary seasonal decline then set in and at the end of July 1,017,000 unemployed were in receipt of relief as compared with 647,000 in July, 1928. During the last five months of the year unemployment was again on the upward trend, and on December 31 a total of 1,985,000 unemployed were in receipt of relief. This was approximately the same as the figure for the corresponding date of the previous year, although the weather conditions were not nearly so unfavourable as in the winter of 1928-29.

INSOLVENCIES

The number of insolvencies during the past year was greater than in 1928, but still below the figure for 1926, the record post-war year. Altogether there were 9,846 bankruptcies and 4,889 official arbitrations, or a total of nearly 15,000 insolvencies as against 11,000 in the previous year. The outstanding failure was that of the Frankfurt General Insurance Company, while there were also a number of prominent failures among Hamburg export houses. The bankruptcies were distributed evenly throughout the year, but March and December showed the largest number and September the least.

THE MONEY MARKET

Violent fluctuations characterized the German money market during 1929, but at the end of the year a position of stability had been attained. The uncertainty resulting from the reparations negotiations led to the withdrawal in the spring of large amounts of foreign money. The gold reserve of the Reichsbank, which at the beginning of the year amounted to 2,729 million reichsmarks, had in April dropped to 1,765 million reichsmarks. The cover for the note circulation had by this time been reduced to 41 per cent, the legal minimum being 40 per cent. In the interests of trade the discount rate had been reduced on January 12 from 7 to 6½ per cent, but the outflow of gold compelled the Reichsbank on April 25 to increase the rate to 7½ per cent. Credit restriction and a restriction in the volume of circulation were also applied. These measures were successful in inducing an influx of gold, and by the end of the year the gold reserve of the Reichsbank amounted to 2,283 million reichsmarks, the reserve ratio of gold and foreign exchange to note circulation being then 53.3 per cent. On November 2, the discount rate of the Reichsbank was lowered to 7 per cent, at which it remained for the remainder of the year.

The market rates for money throughout the year were above the official discount rate and severe credit stringency prevailed. In December the rate for day money was 8 to 9 per cent and for monthly money 9 to 10 per cent.

There was comparatively little activity on the German stock markets during the past year. The total turnover in shares was a third less than in 1928. The official index of share quotations on the Berlin Exchange, based on the average for 1924-26, declined from 150 at the beginning of the year to 115.6 in December.

SUPPLY OF CAPITAL

The remarkable progress made by Germany towards recovery from the effects of the war and the currency inflation has been largely rendered possible by heavy foreign borrowings. It has been officially estimated that on April 30, 1929, the total of long-term credits taken up since the currency stabilization amounted to 31,084 million reichsmarks and the short-term indebtedness to 24,099 million reichsmarks.

Just as the large influx of foreign money was one of the principal factors in the trade boom of 1927, the decrease in the available supply of foreign capital has been chiefly responsible for the present depression in domestic business. Last year the total of German loans contracted in foreign countries amounted to only 587 million reichsmarks as compared with 1,573 million reichsmarks in 1928. Domestic issues both of loans and shares also greatly decreased. Moreover, the internal accumulation of new capital slowed down, the increase in savings bank deposits amounting to 1,472 million reichsmarks as against over 2,000 million reichsmarks in 1928.

The German municipalities being unable to raise sufficient long-term money either at home or abroad were forced to incur further short-dated indebtedness. The influx of foreign credits last year therefore was still considerable, although less than in the preceding year. The Reichskreditbank has estimated the net import of capital in 1929 at 1,720 million reichsmarks as compared with 2,910 million reichsmarks in 1928. To prevent the further extension of short-term indebtedness, restrictions have had to be placed on municipal borrowings with the resultant drastic curtailment of expenditures. This is one of the factors which helps to explain the present inactivity of German home trade. With the lessening tension on the international money markets which has taken place in recent months, this situation should gradually right itself and a revival of German business should follow the resumption of foreign long-term borrowings.

PUBLIC FINANCES

The past year was one of great difficulty for German public finances. Budgetary deficits caused by unforeseen expenditures led to increases in the floating debt, which in view of the strained credit conditions prevailing created serious problems for the State. On two occasions the Treasury was confronted with a crisis in respect to sufficient cash resources for current needs. In May an emergency loan was offered to the public, but only 180 million reichsmarks out of 300 millions were subscribed. A credit from the United States of \$50,000,000 for one year was necessary to relieve the situation. In December a nine-months' credit of 350 million reichsmarks had to be arranged with the banks.

At the end of December the total deficits in the ordinary and extraordinary budgets for the current fiscal year had reached the sum of 1,250 million reichsmarks, and the floating debt amounted to 1,700 million reichsmarks as compared with 768 million reichsmarks at the end of 1928. One of the chief causes of the large deficits was the unforeseen requirements of the unemployment insurance payments. Steps to remedy the unsatisfactory state of the public finances have been taken through increases in the taxes on certain articles of consumption and in the unemployment insurance levies. The proceeds of the 500-million reichsmark loan from the Swedish match trust are to be applied to the reduction of the floating debt in addition to the establishment of a sinking fund of 450 million reichsmarks.

The revised estimate of the revenue of the Reich for the fiscal year 1929-30 came to 9,350 million reichsmarks. The revenue collected in the first ten months of the fiscal year amounted to 7,900 million reichsmarks, which was nearly equal to the revised estimate although less than the original estimate. It is anticipated that the figure of the revised estimate will be reached at the end of the year, so that the decline in revenue, although noticeable, has not been responsible for the difficulties in the State finances.

Reparation payments were made regularly and punctually during the year 1929. Excluding deliveries in kind, the total payments on account of reparations amounted to 2,150 million reichsmarks as compared with 1,837 million reichsmarks in 1928.

PRICES AND WAGES

The tendency of prices during the past year was downward, particularly in the closing months of the year. Taking 1913 as a basis, the official index of wholesale prices declined from 139·9 in December, 1928, to 134·3 in December, 1929. The decrease was chiefly in agricultural products, raw materials and semi-manufactured goods. The official cost of living index at 152·6 in December, 1929, showed practically no change from the same month of the previous year.

The tendency for wages to rise continued throughout the year. The average weekly tariff wages for skilled labour increased from R.M.52·25 (\$12.44) in December, 1928, to R.M.53·89 (\$12.83) in December, 1929. During the same period the average tariff wages for unskilled labour rose from R.M.40·47 (\$9.64) to R.M.41·76 (\$9.94) a week. The past year was comparatively free of serious labour disputes.

AGRICULTURAL PRODUCTION

The yield of the German crops last year, although below that of the bumper crop of 1928, was still satisfactory and above the average for the last five years. The following table shows the total yield of the principal crops in Germany for the last two years, together with the average for the last five years:—

	Metric Tons (2,204 Lbs.)		
	1928	1929	Five-Year Average
Rye	8,522,000	8,155,000	7,115,000
Wheat and spelt	4,022,000	3,501,000	3,217,000
Barley	3,347,000	3,181,000	2,710,000
Oats	6,996,000	7,383,000	6,180,000
Potatoes	41,269,000	40,077,000	37,400,000
Sugar beets	11,011,000	11,091,000	10,590,000

The favourable crops in the last two years have led to a considerable increase in the exports and a corresponding decrease in the imports of agricultural products. Since 1927 agricultural exports have increased by about 260 million reichsmarks and agricultural imports have declined by about 500 million reichsmarks.

The chief feature of the agricultural situation in Germany remains the constantly increasing indebtedness, which is now estimated to amount to a total of nearly 12,000 million reichsmarks. Since rates of interest on farm property ranged during the past year at around 9 per cent as against 4 per cent before the war, this heavy burden of debt has become calamitous, particularly in view of the recent fall in the prices of the principal agricultural products. The financial stringency is most severe among the large estates of Eastern Germany, the small and middle-sized farms west of the Elbe river being relatively more prosperous.

There was a further decline in the number of live stock in Germany during the past year, the only increases being in the number of poultry, ducks and bee swarms. The following table shows the results of the live stock census on December 2, 1929, together with the figures for December 1, 1928, and December 1, 1913, for the present territory of Germany:—

	Dec. 2, 1929	Dec. 1, 1928	Dec. 1, 1913
	In 1,000 Head		
Horses	3,611	3,718	3,807
Mules and donkeys	21	24	10
Cattle	18,008	18,414	18,474
Hogs	19,920	20,106	22,533
Sheep	3,475	3,635	4,988
Goats	2,620	2,890	3,164
Geese	5,555	5,656	5,851
Ducks	3,213	2,850	2,086
Poultry	83,028	76,003	63,970
Bee swarms	1,723	1,624	2,299

INDUSTRIAL PRODUCTION

In spite of the decline in home trade, the manufacturing industries of Germany in 1929 were able to maintain production at the level of the previous year. In some branches the output was even in excess of that of 1928. The figures of iron and steel production last year showed a considerable increase. This favourable result must be attributed to the remarkable expansion in the exports of iron, iron products, and machinery. The output of coal also exceeded that of the previous year.

Activity in the machinery industry was at a high level throughout the year, increased exports making up for the decrease in the home demand. The automobile industry had an unfavourable year. The electro-technical industry experienced a decline in business, exports being satisfactory, but domestic trade poor. The situation in the textile industry was very uneven and generally unsatisfactory. The boot and shoe industry showed an improvement towards the end of the year.

In general the depression of trade was most marked in the case of those industries working chiefly for the domestic market, while those industries which were able to find outlets abroad for a substantial proportion of their output were well occupied throughout the year. Profits from the execution of export orders being less than from sales in the protected home market, the financial returns from last year's operations were generally less than in the previous two years.

The total output of coal in 1929 amounted to 163,440,000 metric tons as compared with 150,864,000 tons in the previous year. The production of pig-iron increased from 11,804,400 metric tons in 1928 to 13,400,400 tons last year, while 16,245,600 metric tons of ingot steel were produced as against 14,517,600 tons in 1928.

Conditions in the German textile industry are usually considered to be a good barometer of domestic business. Last year the output of cotton yarn amounted to 310,000 metric tons as compared with 344,000 tons in 1928 and 381,000 tons in 1927.

The figures of monthly railway car loadings in 1929 followed much the same tendency as in the previous year. There was a gradual increase from March until October, when the highest figure for the year was reached with 4,454,000 as compared with 4,375,000 for the same month of 1928. There was then a falling off, and in December 3,431,000 cars were loaded, this figure being slightly more than that for December, 1928.

The past year was not conspicuous for any important amalgamations in industry such as characterized the preceding years when the rationalization of industry was being thoroughly carried out. The most important amalgamation last year was in the sphere of banking. This was the merger of the two largest German banks, the Deutsche Bank and the Disconto Gesellschaft. It is believed that the fusion of these two large banks will eventually lead to further industrial concentration among concerns in which the respective banks are interested.

FOREIGN TRADE

The chief feature of the German foreign trade returns for 1929 is the export surplus after the heavy unfavourable balances of the previous two years. This

change in the foreign trade balance reflects the falling-off in the flow of foreign capital into Germany and has been brought about principally by an increased export of German manufactured goods.

Exclusive of gold and silver, the surplus of exports amounted to 47,574,000 reichsmarks as compared with an unfavourable balance of 1,725,669,000 reichsmarks in 1928. Inclusive of the precious metals, the surplus of exports last year amounted to 469,857,000 reichsmarks.

Total exports in 1929 were valued at 13,482,161,000 reichsmarks, an increase over the previous year of 1,206,572,000 reichsmarks. Exports of manufactured goods showed an increase of 947,930,000 reichsmarks, but of this increase over half, or 540,000,000 reichsmarks, fell to the group "iron, iron products, and machinery." However, most branches of German export trade in manufactured goods showed increases last year. Electro-technical products were shipped abroad in exceptionally large quantities. Exports of dyes and varnishes were less, and shipments of potash only slightly larger than in the previous year, but the exports of other chemicals and pharmaceutical preparations increased by more than 10 per cent. There were also considerable increases in the exports of porcelain and glassware, but in the case of the former prices were lower. Exports of textiles were greater, but only in woollen goods were the prices attained as favourable as in the previous year. In the case of leather and leather goods not only were the exports larger, but the imports of these products into Germany showed a decline. On the other hand, the exports of dressed furs and fur products were less than in 1928.

The following table compares the imports and exports by groups in the last two years:—

German Imports and Exports, 1928 and 1929

Group	Imports		Exports	
	1928	1929	1928	1929
	In Thousands of Reichsmarks			
Live animals	144,758	149,724	18,762	22,011
Food and drink	4,187,941	3,817,283	622,756	701,457
Raw materials and semi-manufactured goods. . .	7,218,432	7,205,054	2,749,591	2,926,283
Manufactured goods. . . .	2,450,127	2,262,526	8,884,480	9,832,410
	14,001,258	13,434,587	12,275,589	13,482,161
Precious metals	966,860	551,566	31,948	973,849
Total	14,968,118	13,986,153	12,307,537	14,456,010

The figures in the above table are inclusive of reparation deliveries in kind.

With the exception of the month of May, the first seven months of 1929 showed a surplus of imports but in the last five months of the year, with the exception of November, the trade figures showed fairly substantial export surpluses. The favourable trade balance of last year therefore was due to the excess of exports in the second half of the year, particularly to the considerable exports of manufactured goods in the months of August, September, and October.

For the first time Holland occupied first place among the markets for German exports, followed by Great Britain, the United States, France, Czechoslovakia, Switzerland, Belgium, Italy, Denmark, Argentina, and Soviet Russia. Particularly notable was the increase in the value of German exports to the United States, from 796 million reichsmarks in 1928 to 991 million reichsmarks in 1929. Exports to Soviet Russia decreased from 403 million reichsmarks to 354 million reichsmarks, the chief decline being in the exports to that country of dyes, tubes, and agricultural machines. German exports to Canada last year were valued at a total of 84,800,000 reichsmarks as compared with 68,100,000 reichsmarks in 1928.

WEST OF ENGLAND WOOD WOOL TRADE

DOUGLAS S. COLE, CANADIAN TRADE COMMISSIONER

Bristol, March 20, 1930.—An investigation has just been made on behalf of a Canadian firm who are desirous of selling wood wool in this territory.

Wood wool is used chiefly for packing and upholstery work. Practically all furniture manufacturers in this territory purchase a certain tonnage from a few import firms.

Sweden is the chief source of supply. One firm have a contract for 10 tons per fortnight, although their requirements at times run to over 20 tons: their average import is from 150 to 200 tons per annum. The price is £6 15s. (\$32.85) c.i.f. Bristol City docks per ton of 2,240 pounds for coarse and £7 5s. (\$35.27) for fine grade. Dock and handling charges at Bristol amount to about 12s. 6d. (\$3.04) per ton additional. Payment is cash against documents; sales 2½ per cent.

While Scandinavia controls the larger proportion of this trade, there is a certain amount manufactured in England and—in so far as this trade territory is concerned—it is chiefly produced in the Birmingham area. English wood wool, in addition to being employed in packing, is also used for wood fibre bands and wood wool ropes. Prices for the English offerings are approximately £8 10s. (\$41.36) delivered warehouse for lots of 2 tons and upwards. Despite the disparity in price, it appears that English wood wool is not of as fine a texture as the Swedish, which is preferred for upholstery work. For this reason, if the Canadian offerings are made from pulpwood similar to Swedish, the quality should be equal to or better than the English. Other offers have been made from Swedish sources at £6 12s. 6d. (\$32.24) per ton c.i.f. Avonmouth for size 0·15-1½ mm. and £7 15s. (\$37.71) per ton c.i.f. for size 0·25-1½ mm.

Ocean rates from Scandinavia are heavy: around £2 2s. 6d. (\$10.33) per ton. For this reason it does not pay to buy very coarse grades from Sweden.

USES IN THE CHOCOLATE TRADE

English manufacturers of chocolate—of which Bristol is a centre—state that if they could discover a suitable substitute for wood wool they would gladly give up its use. Even the finest and best quality is never free from dust, which is an objection in a chocolate room. It creates a dust when teased out of the bales, and even when screened it causes dust at every handling. It is used for packing chocolate eggs and novelties, and as far as can be ascertained, practically all supplies come from Sweden.

FURNITURE TRADE

The Irish Free State, like Canada, does not permit the importation of straw, and for this reason wood wool is used by furniture manufacturers. Prices paid are as high as £10 (\$48.66) per ton for the finest wood wool used in upholstery, although for packing purposes one grade at £8 15s. (\$42.58) per ton delivered warehouse has been shown.

POTTERY AND STONEWARE TRADE

One firm manufacturing glazed stoneware, who ship considerable quantities of stone bottles to Canada, state that they use quantities of wood wool packing. The price of this wood wool, samples of which are on file at the

Department of Trade and Commerce, Ottawa, cost them about £8 (\$38.93) delivered to their works. The cost to them is so high that they use as little as possible, and their managing director states that if they could obtain their supplies of similar quality from Canada at a similar price this would tend to lower the purchase price of stone bottles in the Dominion. Another firm who manufacture fine porcelain and are comparatively small buyers of wood wool which is of a fine nature, long in length, and free from dust, pay £9 3s. (\$44.53) per ton delivered to their works, less $2\frac{1}{2}$ per cent for cash. A third firm, manufacturers of china and earthenware, state that the bulk of their packing is straw owing to cheapness. Their supplies are both domestic and Scandinavian, and cost from £8 10s (\$41.36) to £8 15s. (\$42.58) per ton delivered warehouse for a good shaving three-eighths of an inch wide by 1 foot up in length of curl; the thickness is that of an ordinary shaving.

STATISTICS OF IMPORTS

Statistics are not available giving quantities or countries of origin of imports, but in 1928 (the last figures available) wood wool was imported into the United Kingdom to the value of £83,537.

The Port of Bristol Authority states that imports into Bristol in 1928 amounted to 90 tons from Sweden and 35 tons from Germany, and in 1929, 137 tons from Sweden and 27 tons from Germany. In addition to these direct shipments, there must be considerable arrivals by rail, as Bristol is by no means the chief port of entry.

PACKING

Swedish supplies generally come packed in 1-cwt. bales compressed between two wooden battens and wired, size of bale being about 26 inches square. Previous investigations have indicated that Canadian manufacturers cannot compete in this trade to any extent owing to heavy ocean freight charges from Canada, but interested Canadian firms sending samples, together with prices c.i.f. Avonmouth in sterling per ton, will have their offerings placed before interested importers in this territory.

WASHING-MACHINE MARKET IN THE NORTH OF ENGLAND

G. A. NEWMAN, ASSISTANT TRADE COMMISSIONER

Liverpool, March 20, 1930.—In the past few years Canadian manufacturers of electrical goods have shown increasing interest in the business possibilities of the United Kingdom. Three Canadian firms making electrical washing machines were represented at the British Industries Fair (Birmingham), and recent investigation shows that a growing market exists for these machines, providing the price is competitive.

One representative of a well-known washing machine company estimates that between 500 and 600 electric machines are sold in the United Kingdom each month. Of that number he believed over a third could be credited to American manufacturers, about a third to Canadian, and less than a third to English companies. The bulk of the American sales appear to be divided between three well-known firms, with one company claiming a major share. The English business goes largely to four companies, and Canada competes with three manufacturers. The largest sales are made by one American brand.

The consensus of opinion in the trade is that the market for electrical washing machines in the North of England is open to considerable expansion, and with a general uniformity in voltages which is being brought about one of the major difficulties in the way of the use of electrical household equipment

should be removed. Another feature making for increased sales of washing machines in particular is the tendency to lower prices. Originally electric washers were sold at about £40 (\$194.66) each, but machines were now being made which can retail nearer £30 (\$146). The American make which is having the largest sale is being sold through the Liverpool Corporation showroom at about £30 (\$146).

SALES DISTRIBUTION

There are two methods of marketing washing machines in this country. Either a company supports its own branch organization—a method successfully employed by at least one American and one Canadian firm—or it sells to an agent distributor, whose headquarters are usually in London. In the latter case the agency may have branches with travellers in various sections of the country, or the travellers may work directly from London; but it is considered that the establishment of a branch is the most satisfactory method. Travellers for agencies as a rule can only be expected to reach dealers and corporations who are disposed to limit their stocks to machines for which there is an established demand. Electrical washing machines being a specialty, not a staple, product, demand must be created. An agency can seldom support a sales staff large enough to approach the consumer direct, and some manufacturers have found it advantageous to organize a force of house-to-house canvassers in each city or district. Usually the local electrical corporation or some well-known dealer is under contract to act for that particular area, and the canvassers pass back the orders they receive to this local representative. The dealer has thus his sales made for him, but in turn he offers warehouse space for stocks carried, and display space in his showroom, as well as assuming responsibility for collections on any machines sold on the time-purchase system which is becoming increasingly popular in England.

In the selection of a local representative a choice may be made from the electrical corporations, the wholesale factors, the retailers, and the electrical retail contractors. The electrical corporations are usually preferred, as they are not only in direct touch with many of the consumers, but their showrooms are frequently considered by the public to be the centre for electrical appliances for the city or district in which they are established. Sale or return is the basis on which several corporations deal. Wholesale factors, though often well known in the trade, and from that point of view a welcome connection, are inclined to discourage any contract under which they will receive orders from house-to-house canvassers. One wholesale factor in explanation stated that his custom was with the merchants of the city, and if he were to accept orders from canvassers it might give rise to trouble with his clients. Electrical retail contractors, if they have showrooms, warehouse space, and are well known, are sometimes asked to take the local agency for certain brands of washers. These firms, being contractors as well as retailers, are capable of wiring the house for the machine and of offering other services which could not be obtained so readily from general retailers.

SALES DIFFICULTIES

Among the numerous and various objections which are offered by prospective customers, dealer or consumer, there are a few that are worth mentioning.

Some dealers bought considerable stocks from wholesale agents when electrical washing machines first came on the market, and found themselves left with a large number on their hands, either because newer models appeared soon after and attracted the public, or because a heavy percentage of available sales was obtained by firms employing house-to-house salesmen. An example of some such situation is to be found in a letter from the editor of a well-known electrical paper, who in writing to this office stated that a well-known power

station engineer in a certain residential area said that he had a dozen electrical washers on his hands which had been in his salesroom for a year or two, and that his problem was how to get rid of them. It is after such experiences as these that dealers have become doubtful as to the prospects of any sale in washing machines. On the other hand, using the house-canvassing system one manufacturer is said to be selling about two hundred electrical washing machines a month in the British Isles.

Turning to the actual consumer, lack of space in many of the recently constructed houses, and especially those built under municipal aid, militates against the householder buying a washing machine. To meet this objection, several of the washing machines now offered are so arranged that they can be used as a small stand or table when not in action.

Most middle-class families who can afford a washing machine employ at least one or two servants, and to buy a washing machine might mean the loss of the servants—who fear that extra duties will be required of them—in homes where the washing is usually sent out to the laundry. On the other hand, even if the servant is used to doing the family washing, she is often sceptical of the machine's ability to really clean the clothes, preferring to carry on the work by hand as in the past. Demonstration is required to alter this attitude.

Another frequent difficulty in this market is the lack of space to dry the clothes once they are washed. The presence of soot in the air and the prevalence of rain or fog may make it practically impossible in some districts to dry clothes in the open air. Considerable attention must in that case be given to wringing and drying the clothes after they are washed.

Finally—and not of least importance—there is the high cost of electricity which has been given so much publicity in this country that many people are afraid to buy a machine which, judging by its bulk, might lead to considerable extra cost, though it is invariably claimed that an electrical washing machine uses less electricity than an electric iron in the same length of time. Most electric washing motors are built to operate on $\frac{1}{4}$ to $\frac{1}{3}$ of a unit (1 unit = 1,000 watts) an hour, and the charge for power may be from 1d. (2 cents) to 2d. (4 cents) per unit.

MECHANICAL DIFFICULTIES

As has already been mentioned, the numerous voltages which are employed in the different districts of the United Kingdom make it difficult to sell electrical contrivances. One washing machine company stated that they kept motors in stock wired for twenty-eight different voltages as different districts required different motors. Any Canadian firm desiring full information on voltage and costs of electricity in the different parts of the United Kingdom may obtain it by buying either of two publications: *Electricity Tariffs*, 1s. 3d. (30 cents), a booklet issued by the *Electrical Times*, Sardinia House, Sardinia Street, Kingsway, London, W.C. (a copy of this publication may be obtained for inspection on application to the Department of Trade and Commerce, Ottawa), or the *Electrician Annual Tables of Electric Undertakings*, 12s. (\$2.92), published by Ernest Benn Ltd., 154 Fleet Street, London. It must be borne in mind, however, that there is now in progress in this country a general change over to the use of 230 volts a.c.

Due to the much heavier voltage used in England as compared with Canada, precautionary measures against the machine becoming electrified from the motor are given close attention. Thus electrical engineers for some corporations refuse to pass any machines whose motors are not suitably grounded by means of a third core in a three-core cable. This cable is attached to a three-pronged plug (thick prongs, not flat as in Canada), which may be fitted into a receiver in the wall. It is further suggested that the cable be covered with rubber to provide thorough insulation from the water which splashes on the floor about the machine.

HAND WASHING MACHINES

Despite the increased use of electric washing machines, there remains a large section of the public who are not in a position to invest in them, and among these the hand washing machine finds favour. As compared with the estimated 200 electric machines of all makes sold in one month, one English firm report that the sale of its ordinary hand-operated machines alone amounted to 600 in the month of January, while the sales representative of another firm stated that in one store they sold twenty-four washers in a week. The trade is largely in the hands of English manufacturers, although one Canadian firm is enjoying a fair business. The English-made machine is extremely simple in design. One well-known make has a galvanized suds container about 22 inches square at the top and 18 inches square at the base, with a depth of about 15 inches, which is rested on braced legs fitted with brackets, permitting the container to be removed if necessary. The water is churned about in the tank by an elliptical cup-shaped structure of galvanized metal, fitted to a handle that projects down from the centre of the lid of the tank. On the outer side of the lid the handle is bent horizontal to the top of the machine, and is operated by pushing and pulling in a semi-circular motion. (Illustrations of these machines may be obtained from the Department of Trade and Commerce, Ottawa, by any Canadian manufacturer interested.) The important features of these machines are that they are made of galvanized metal instead of wood as in the Canadian makes, and that they lack the devices on Canadian machines which make for reduction of labour in operation, such as the use of the flywheel or lever and cog action.

The capacity of English washers is for about three sheets.

Retail prices average around £6 (\$29.20) and under for machine and wringer. One firm offer the following prices:—

Model washer only, £4 17s. 6d. (\$23.71), or deposit 8s. 4d. (\$2.02) a month and twelve monthly payments.

Model A, with wringer (guaranteed one year), with galvanized iron container, cash price £6 17s. 6d. (\$33.45) or deposit 11s. 8d. (\$2.83) and twelve monthly payments.

Model B (guaranteed three years), copper container, washer only, £6 5s. (\$30.41) cash, or eighteen monthly payments of 7s. 6d. (\$1.82).

Model B, with wringer, £8 5s. (\$40.14) cash, or eighteen monthly payments of 10s. 6d. (\$2.55).

From a canvass of the trade in this area there would appear to be a market open for a machine equipped with Canadian labour-saving devices, and approximating English designs as regards the suds box, which is made of materials less costly than is to be found in Canadian makes.

MARKET FOR SWEAT SHIRTS IN THE NORTH OF ENGLAND

G. A. NEWMAN, ASSISTANT TRADE COMMISSIONER

Liverpool, March 19, 1930.—The name "sweat shirt" is applied to a fleece-lined pullover which is quite popular in Canada among athletes and others engaged in various sports. However, on recently investigating the North of England market for this article at the request of a Canadian manufacturer, it was found that, with the exception of one firm, neither the name nor the goods thus designated were known to dealers. At the same time considerable interest was displayed, and it was thought that a market might gradually be developed.

The firm mentioned as being not unfamiliar with this type of sporting goods is a well-known company selling sports equipment in Canada and the United States as well as England, where it has a number of stores located in various large cities. They are selling an article which is similar in appearance to a sweat shirt, being fleece-lined and a pullover, but with knitted bands round

the cuffs and base. It is also somewhat lighter in weight. This line was offered in colours of brown, maroon, or silver grey, the last-mentioned receiving the preference but not markedly so. The retail price, originally 7s. 6d. (\$1.82), is now raised to 15s. (\$3.65). Sales have shown a steady increase.

These shirts are being bought by motor cyclists, hikers, golfers, and others engaged in outdoor activities. The Liverpool branch of the firm above mentioned stated that their best sales were among golfers, and to encourage this class of business, professionals at the various clubs were allowed a commission on every customer they secured.

While this office has been able to locate a wholesale distributor in the North of England tentatively interested in this class of goods, general experience has pointed to the fact that the majority of sporting goods wholesale houses in a position to import from overseas and to canvass the retail stores throughout the British Isles are located in London.

FLOUR SITUATION IN NORTHERN IRELAND

A. J. TINGLEY, ASSISTANT TRADE COMMISSIONER

Glasgow, March 26, 1930.—It seems probable that Canadian flour exporters will encounter increasing competition in the markets of Northern Ireland. Recent investigation has revealed the fact that at the present time fully 75 per cent of the flour used by bakers in Belfast is English blended. Irish bakers are apparently becoming increasingly independent of Canadian spring wheat flour.

Although due primarily to increasing English competition, this is not the only cause for the decline in Canadian flour shipments to Northern Ireland. The present depression in the flour trade is well known and the long-continued stagnation of the linen trade (which is Ulster's greatest industry) and resultant unemployment and decreased purchasing power, have aggravated the situation.

The cheap price which is being realized on potatoes—from 15s. to 20s. per ton—has made it economy for the farmer to eat potatoes instead of bread. A small loaf is now equal in money value to over 20 pounds of potatoes. Because of this fact, it is estimated that the consumption of bread has decreased 20 per cent during the past nine months.

It appears further that several bakers in Belfast will not use Canadian flour as they cannot get the brand they want from Canada. English flour, being a blend of practically all the wheats in the world, is considered better for dough making. One blend, for instance, contains ten different classes of flour, which obviously could not be secured from Canada.

A large flour-milling firm, with branches in several of the large cities of the United Kingdom, are now planning the erection of a mill in Belfast. The construction of this mill on the edge of the quay, with accessible rail and water facilities, will reduce transportation expenses to the minimum, and will no doubt tend to render it increasingly difficult for Canadian shippers to compete successfully in this market in the future.

For some time buying has been on a restricted basis, and with fluctuating or falling prices it has been a risky business for the Canadian miller at such a distance to send large shipments to this country. As a result, the English miller, with small stocks close at hand, has been reaping the benefit.

Canadian flour has come down in price considerably during the past six weeks, touching a low of 30s. 3d. c.i.f. per 280 pounds for patent after being as high as 40s. It is now ruling around 31s. 3d. c.i.f., which is much in line with English quotations. Short patent is 2s. 6d. higher at 33s. 9d. c.i.f. Belfast.

If Canadian exporters can keep their prices grade for grade about 2s. under English quotations, it is stated a much larger share of the business could be secured.

FOOD PRODUCTS EXHIBITIONS IN THE UNITED KINGDOM

More Enterprise Needed

G. B. JOHNSON, CANADIAN TRADE COMMISSIONER

Glasgow, March 20, 1930.—The various important grocers' exhibitions held from time to time in the large centres of this country afford special opportunities for Canadian firms engaged in shipping food products to place their lines before the trade and the public, but for some reason, unlike some of their competitors in other countries, they do not take advantage of them apart from the facilities offered by Government agencies.

By way of illustration, the Bakers', Grocers', and Confectioners' Exhibition at the Kelvin Hall, Glasgow, which has just closed after the usual highly successful fortnight, may be cited. The Kelvin Hall is the newest and, with one possible exception, the largest exhibition building in the United Kingdom. It is owned by the Corporation of Glasgow, administered by a permanent manager and staff, and is a highly successful enterprise. One exhibition follows another throughout the year at this hall, and each seems to be an improvement on its predecessor of the year previous, in the displays themselves, in the public attendance, and in the financial returns.

At the exhibition just closed there were, of course, several hundred stands of exhibits of firms throughout Great Britain, but a walk round the hall revealed the fact that, although some of the principal overseas firms competing with Canadian firms in this market had attractive individual displays, not a single Canadian firm was represented; and lack of participation in such an exhibition must seriously affect possible sales in this country.

Five stands of overseas firms directly competitive with Canadian firms in grocery shops throughout the country were noted as follows:—

"Del Monte" foods, put up by the California Packing Company of San Francisco, formed a large display in a highly effective scheme in distinctive green effect—the result of the green labels. The products shown were canned peaches, plums, pineapples, grapefruit, apricots, pears, figs, peas, asparagus, raisins in packages, canned pilchards, and catsup. The stand of the well-known Anchor brand of New Zealand showed condensed and dried milk, cheese, butter, and sheep tongues. The Danish Bacon Company displayed bacon, hams, and chicken and ham roll in tins. The Libby Company, Limited, in a large stand which conveyed a general white effect, the result of the white labels used on tins, showed solid-pack gallon apples, tinned milk, and dried and canned fruits of various kinds. Another stand was that of Swift & Company, who showed cheese, meats, and lard.

At all these stands, where it was practicable, large cutglass bowls of fruit were attractively set out for free sampling by the public.

During this exhibition the number of paid admissions was 103,371, and in addition many hundreds of members of the trade, who held complimentary tickets, paid one or more visits.

Furthermore, several important trade meetings were held during the period in the large assembly room adjoining the hall. It was therefore an unusual opportunity for making contact not only with the retail traders, but with the general public who were interested enough to pay one shilling for admission.

Canadian products were confined to the display of the Canadian Government Exhibition Commission, which formed one section of the open structure—architecturally attractive—occupied by the Empire Marketing Board in the centre of the hall. Other sections of this space were used by England, Scotland, the Irish Free State, Northern Ireland, New Zealand, India, and Australia; and these combined exhibits were the dominating feature of the show.

It may be well to describe briefly the *modus operandi* of these exhibits under Government auspices. The Empire Marketing Board—a British Government institution—rents space from the exhibition authorities, designs and constructs a suitable structure divided into sections, one of which is offered free of charge to each dominion or colony who will make use of it.

In the case of Canada, the Canadian Exhibition Commission then make arrangements with the resident agents or wholesale importers of Canadian food products for supplies, these being sent to their destination at the exhibition on a "sale or return" basis, or they may be bought outright. Other arrangements are made for supplies of goods to be sold to the public in small samples. These goods are then arranged in the Canadian section by the experts of the Exhibition Commission, and a female sales staff, in suitable costumes, takes charge of the stand, sells samples, and deals with inquiries from the retail trade and the public. These inquiries, if they cannot be answered on the spot, are then passed to the Trade Commissioner in whose area the exhibition is taking place, and he puts the inquirer in touch with the nearest source of supply—the nearest retailer or the nearest wholesaler, depending on whether the inquiry is that of a householder or a retail grocer. The Director of Canadian Trade Publicity arranges for and supplies posters and other material, and places advertising in the trade papers. The constant co-operation of these three agencies of the Department of Trade and Commerce, and their co-operation in turn with the Empire Marketing Board, ensure the utmost that can be done by Government agencies for increased business in Canadian food products as a result of these exhibitions which are now, in various forms, very numerous.

The next in Glasgow is that held at the Empire Marketing Board shop in Argyle street. This shop has now been in operation for some months, each dominion, colony, or dependency, as well as the countries of the United Kingdom itself, making a display for two weeks in turn. Canada's display and sale of samples will be during the period from April 14 to April 26. On the 15th there is to be a ceremony at which it is expected the Lord Provost of Glasgow will be present, as well as prominent members of the trade, and officials of the Empire Marketing Board and the Canadian Government.

The above will give a general idea of what is being done by the Department of Trade and Commerce to encourage the sale of Canadian food products in this country by means of exhibitions. There are other special events, such as the British Industries Fair, and the Imperial Fruit Show the Canadian section of which is largely the work of the Canadian Government Fruit Trade Commissioner.

But these Government exhibits, while highly effective in themselves, must of necessity embrace the products of a great many firms. If some of these firms could be induced to maintain exhibits of their own as well, it seems certain that they would reap the reward of their enterprise in increased sales, for this market, while highly competitive, is very large, and the interest in Empire goods, largely as a result of these exhibitions, is becoming progressively greater.

MR. HEASMAN'S FORTHCOMING TOUR OF CANADA

Mr. G. R. Heasman, Canadian Trade Commissioner in Batavia, Java, will shortly arrive in Canada for the purpose of undertaking a tour of the Dominion in the interests of Canadian trade with his territory, which includes the Straits Settlements, the Federated Malay States, and Siam. He will commence his tour at Vancouver about April 7, and will probably spend about two weeks in British Columbia. Firms in that province who desire to interview Mr. Heasman are requested to communicate with Mr. Hugh Dalton, Secretary, British Columbia Division, Canadian Manufacturers' Association, Vancouver. Details of Mr. Heasman's itinerary in Western Canada will be announced later.

SOUTH AFRICAN MARKET FOR IMPORTED FRUIT PULPS

J. L. MUTTER, ASSISTANT TRADE COMMISSIONER

Cape Town, February 28, 1930.—Statistics relative to imports over the past four years indicate that the Union offers a potential market for Canadian suppliers of fruit pulps. In 1925 imports totalled 342,990 pounds valued at £7,485. Increases were shown each year, until in 1928, the last year for which figures are available, 854,724 pounds of a value of £17,067 were brought into the country. Australia has so far supplied the bulk of these requirements, although in 1928 Holland had practically half the business. Imports from other countries were negligible.

Strawberry, raspberry, black currant, and blackberry pulps are in chief demand, although local consumers are of the opinion that in the future imports of the first named are likely to be less in view of the recent substantial increase in the domestic crop. Fruit pulps are purchased by the ton, and enter the market packed either in rectangular tins or in wooden barrels. The Australian article, cooked or semi-cooked, is packed in tins containing five or six pounds of pulp, while the Dutch product, uncooked, is packed in wooden barrels holding 100 kilograms, sulphur dioxide being the preservative used for this type of pack.

Prices, depending upon type of pulp, packing, quality and quantity ordered, are as follows:—

Strawberry.—£35 to £50 per long ton f.o.b. steamer, plus a nominal charge for barrels. Australian strawberry pulp is quoted at £50 per long ton f.o.b., the tin containers being included in the weight.

Raspberry.—£30 to £40 per long ton.

Black Currant.—£30 to £40 per long ton.

Blackberry.—£35 per ton.

One firm whose approximate annual requirement is 175 tons are obtaining raspberry and black currant pulps at £40 per ton, and blackberry at £35 c.i.f. South African ports, packed in rectangular tins containing 28 pounds of fruit. It is essential that the pulp be free of leaves and stalks. Complaints in this connection have been registered by one firm, who also pointed out that in certain cases the pulp was unsatisfactory, either because the fruit had been overcooked or because it was too ripe when picked.

In some cases the provisions laid down by the recently redrafted Food, Drugs and Disinfectants Act (No. 13 of 1929) may affect imports of these commodities. Under the heading "preservatives in food," it is specified that fresh fruit pulp may not contain more than 350 parts per million of sulphur dioxide or 600 parts per million of benzoic acid. These proportions are approximately equal to $2\frac{1}{2}$ and $4\frac{1}{2}$ grains per pound respectively. Certain pulp at present coming into the country contains as much as 1,750 parts per million of sulphur dioxide, but when the jam of which it is the basis is boiled out, only 40 parts per million are left, which is well within the limit. Full details as to the provisions of the Act, which is effective as from April 1, 1930, may be secured on application to the Department of Trade and Commerce, Ottawa (Ref. 14213).

Interested Canadian firms are invited to communicate with this office, supplying full information as to supplies available, type of packing, shipping weights and measurements, etc., and prices c.i.f. South African ports.

COMMERCIAL NOTES FROM NEW SOUTH WALES

B. MILLIN, COMMERCIAL AGENT

Mineral Production of New South Wales

Sydney, March 6, 1930.—The value of the minerals won in New South Wales for the year ended December 31 last, it is estimated, will approximate the sum of £12,150,000; and in the aggregate up to that date £476,000,000.

The quantity of coal won last year was 7,617,736 tons valued at the pit-mouth at £5,952,720, which represents a decrease of 1,830,461 tons and £2,311,009 in value as compared with the previous year, and is the lowest output since 1909. It is mainly accounted for by the strike of coal miners in the Northern fields, which has now been in force for over twelve months.

The value of the output of silver, lead, and zinc totals £3,860,000—an increase of £250,000 over the previous year. The production of tin was 934 tons valued at £192,000—a decrease of 66 tons over the previous year. Following the rise in copper, there was an increase in value of £3,497 over last year. The yield of gold has for several years past been gradually declining. Most of the ore treated is low grade; the high cost of treatment is prohibitive. Production totalled 7,496 ounces fine, as against 12,831 ounces in 1928.

Australian Refrigerated Meat

The outlook for the meat export trade has improved lately. Most of the states have received good falls of rain, which have materially helped autumn feed.

Many pastoral areas in Queensland have been short of rain for a long period, but the drought in most districts has broken. The total export of lamb from the Commonwealth to the United Kingdom for the six months ended December 31 was 1,049,031 carcasses, an increase of about 120,000 as compared with the previous year. Exports to other ports were 80,690, as compared with 66,586 in the corresponding period of the last season. December clearances totalled 296,132 to all ports, of which 255,167 were to the United Kingdom. Practically the whole of the balance went to North America. Clearances of mutton for December reached 94,148 carcasses, of which 69,025 were for the United Kingdom, the balance being for European ports.

Although none of the Queensland works have been officially opened for the season, they have been killing cattle for some time to fulfil contracts. During 1929 they put through some 323,653 head of cattle, but the available supply during 1930, owing to losses by the late drought, will be substantially less.

Exports of beef from all states during the year recently concluded totalled 1,168,997 quarters or crops, of which 555,795 were for the United Kingdom.

Sydney Wool Sales

A firm market with keen competition, and an occasional tendency in growers' favour, sums up the chief features of recent wool auctions. A special demand prevailed for superfine sorts, but all grades were well competed for. Clearances were effected on a very complete scale. Japanese competition was stronger than it has been, especially in the better-class wools, and also on ordinary top-making sorts. There was more evidence of buying for North America when suitable lines were offered. Continental operations generally were well sustained, whilst Yorkshire support was fairly solid. Taken all round, the demand was equal to any point of this season and the sales were characterized by a healthy tone.

The big feature of the market was the strong demand for average sorts. Some time ago lowered prices did not render wool more interesting to buyers. In many cases they were not interested at any price, but to-day there are many signs that the lower levels have fostered a demand and appeal to every section of buyers in the market.

Present indications point to the completion of the season's selling by the end of July without any difficulty, providing the demand keeps up as at present. Earlier in the season it seemed very doubtful whether supplies could be absorbed before the opening of next season in September.

The following are the average prices realized in the Sydney market so far this season:—

	Per Bale	Per Pound
	£ s. d.	Pence
September 14..	14 12 7	11.4
September 21..	14 8 11	11.1
October 5..	12 17 1	9.6
October 12..	13 3 2	10.1
October 19..	14 9 8	11.0
October 26..	14 10 4	11.3
November 2..	14 19 2	11.5
November 16..	15 9 11	11.9
November 23..	15 16 5	12.3
November 30..	15 4 3	11.9
December 7..	14 10 7	11.3
December 21..	14 2 8	11.0
January 11..	13 10 1	10.7
January 18..	13 18 0	11.0
February 1..	12 19 7	10.3
February 8..	11 16 8	9.5
February 15..	11 16 1	9.2
February 22..	12 2 10	9.7

CONDITIONS IN BRAZIL IN 1929

A. S. BLEAKNEY, CANADIAN TRADE COMMISSIONER

Rio de Janeiro, March 18, 1930.—In the retrospect of business conditions in Brazil in 1928 published in the *Commercial Intelligence Journal* the continuous fluctuations that have taken place since 1912 were emphasized and it was pointed out that, in spite of the weakness of the credit structure engendered by the strain of this lack of commercial stability, that year was considered the closest to normal since 1912, but that, owing to the underlying fear of a possible breakdown of "remedial measures" such as the coffee defence and the currency stabilization plans, the undertone was marked by nervousness.

The year 1929 was marked by a continuation of this lack of confidence, aggravated by the disturbing influence of a presidential election. This feeling proved to be not unjustified in regard to coffee, which, as reported in *Commercial Intelligence Journal* No. 1347 (November 23), broke heavily in October. Coffee interests appealed to the federal authorities for immediate financial assistance, but it was pointed out in reply that coffee defence was the business of the States and that the Federal Government could not directly interfere. Assistance of a minor character was, however, promised by the Bank of Brazil.

Since that date no important steps have been taken by the Coffee Institute, and prices have been largely allowed to take their course. It would be a mistake, however, to say that coffee cultivation at a profit is impossible in Brazil at present prices. This is probably true of large areas of exhausted ground, where the yield is low, but in the new areas there is still a profit at present prices. On March 17, the date of writing, spot Santos 4's were quoted at New York at 14½ cents per pound against 24½ cents on the same date in 1929, whereas Rio 7's, the other basic grade, were quoted at 10¼ cents against 17¾ cents last year.

In this connection, it should be noted that on July 1 of all the fiscal years from 1913-14 to 1918-19 spot Rio 7's were quoted at New York lower than present prices. This is also true for the whole period from 1897 to 1911. The truth is that Brazil coffee prices have been abnormally high during the last few years, and this period of high prices has represented a real gain to the country. The unfortunate feature of the situation is that many planters appeared to think that high prices would last forever and failed to build up the necessary cash reserves. This is, however, human nature. Much the same thing happened in Canada during the grain boom of the war period. The Brazilian coffee growers will adjust themselves to the new conditions much as the Canadian farmers did after the break in grain prices. There is evidence that, with the freer movement of coffee permitted since the break in prices, the increased entries permitted at Santos of 50,000 bags daily and the probable abandonment of many old fazendas, the statistical position will gradually right itself with a consequent improvement in financial returns.

Present prices of coffee are stimulating the cultivation of new crops in São Paulo, and much interest is being shown in grain and potatoes. Brazil is a heavy importer of grain and flour, chiefly from the Argentine. The development of large areas of grain, potatoes, and other crops in São Paulo would be a great stabilizing factor in Brazilian business, because the fluctuation in conditions, while largely felt through alternate currency deflations and inflations, are basically due to fluctuations in the one predominating crop—coffee. Diversification in crops, which is now receiving a stimulus, is the fundamental need of Brazil.

EXCHANGE

The exchange market, while subject to fluctuations during the year with a limit of about 10 per cent, has held up very well under the circumstances. Exchange has been overshadowed during the year by the political situation and has had also to withstand the shock of the coffee break. In view of the much lower export sterling returns anticipated in 1930 as a result of the drop in the prices of coffee, it is difficult to see how the trade balance can be maintained, as coffee accounted for £69,701,000 of exports in 1928 and may well drop in total value exported in 1930 to £40,000,000. It is hoped that the anticipated drop in imports will counterbalance this, at least to an appreciable extent. The future of exchange is therefore now largely believed to depend on the successful flotation at an early date of a substantial foreign loan. This has been held up owing to unfavourable money conditions abroad and, as stated in the English financial press, pending the results of the presidential election. Now that the election has passed off without any serious incident, the position is brighter in this respect.

The result of the election should be officially announced about April 1. Newspapers supporting the Government credit Snr. Julio Prestes (who was officially supported by the presidents of seventeen states) with a substantial majority, and should the official and final counting of the vote confirm these preliminary semi-official figures it is believed that the political crisis may be considered as practically over.

Commercial tranquillity cannot, however, be assured until the official recognition of the new President by Congress and the acceptance in fact of such recognition by the opposition states. Under the circumstances, while negotiations for new export business might now be initiated it would probably be better to postpone closing them for two months or so.

STATE OF INDUSTRY

The most important industry in Brazil is the textile industry, which, according to Brazilian statistics, with 18,383 looms ranks ninth in the world.

The cotton industry is by far the most important branch. Cotton piece goods mills in the State of São Paulo are able to turn out 500 million metres of cloth per annum: the average demand in that state is estimated at 270 million metres. Most of these mills are equipped for the production of low-grade cottons, but unfortunately of late years the consumer has changed his requirements to a better grade. The reduction of coffee pickers' wages by 40 per cent in the interior should aggravate this situation temporarily, as the demand for low grades came largely from this source. Mills are carrying huge stocks of unsaleable low-grade cottons and for the most part are working three or four days a week only. It is possible mergers may improve the situation, and this matter is receiving attention. With the gradual improvement in the coffee situation the demand for low grades should pick up.

Beverages.—The breweries report no contraction in sales in the past year. Imports, however, show a decrease.

Boots and Shoes.—Owing to heavy purchases of leather at the top of a falling market a number of shoe factories have failed, and there has been considerable price cutting. This industry encounters little foreign competition. In São Paulo State alone shoes to the value of £6,500,000 are produced.

Paper-making.—About 75,000 tons of paper are annually produced in Brazil from imported pulp and from domestic materials. Owing to a diminished demand for domestic paper, a 20 per cent price cut was recently made under agreement, which, however, has since lapsed.

Cement.—The Canadian-owned cement factory near São Paulo has increased production to 1,200,000 barrels per annum, as past production was easily sold. The building boom reflected in imports has helped this industry. An American company is stated to be planning a factory.

Wool Manufacture.—The woollen industry has been adversely affected during the year. There is much short time in evidence, and five mills have gone out of production. Stocks are heavy.

Jute.—The jute industry operated at about 60 per cent of capacity during increased production to 1,200,000 barrels per annum, as past production was some improvement from July to October, when with the coffee collapse business fell off sharply and it is still poor.

Artificial Silk.—Trade has been satisfactory in this industry in 1929. Another factory has recently been opened in São Paulo, and a factory financed by French capital is expected to open soon. This industry showed an all-round expansion in 1928.

Knitted Goods.—This industry has suffered from too rapid expansion. Over-production has put many small producers out of business.

Hardware.—The demand is reported to have fallen off 50 per cent during the latter part of the year.

CATALOGUES AND QUOTATIONS WANTED FOR CHILE

Mr. E. L. McColl, Canadian Trade Commissioner in Buenos Aires, who intends to visit the Republic of Chile at an early date, requests Canadian manufacturers who are interested in the Chilean market to send catalogues and c.i.f. Valparaiso quotations, addressed to the Canadian Trade Commissioner, care of the British Consulate-General, Valparaiso, Chile.

These catalogues and quotations should leave Canada before the end of April.

CONDITIONS IN THE NETHERLANDS IN 1929

LESTER S. GLASS, ACTING TRADE COMMISSIONER

II

BUDGET FOR 1930

The Dutch budget of 1930 has followed closely the form of that of the preceding year. Under ordinary service it is estimated that in 1930 611,928,091 fl. will be disbursed. This is a slight increase over the year 1929, in which the estimate was 593,650,903 fl. Under capital service it is estimated that some 967,530,000 fl. will be required.

The revenues of the ordinary budget are expected to yield 621,122,000 fl. as against an estimate in 1929 of 601,797,000 fl. During the fiscal year 1928-29 there was a reduction of income tax, receipts of which were estimated at 80,000,000 fl. This figure remains unchanged. Import duties are expected to yield three and a half million more than 1929, when the estimate was 62,000,000 fl. Of the consumption tax, that on meat is estimated at 12,000,000 fl. as against 11,000,000 fl., and the tax on alcohol, owing to the reduction of 40 per cent which came into force on March 1, 1929, is estimated at 8,000,000 fl. less than last year, when it amounted to 45,000,000 fl. On the other hand, the tax on beer is expected to yield 1,000,000 fl. more than last year, while that on sugar is estimated at 47,800,000 fl. against 47,300,000 fl., and tobacco at 26,000,000 fl. instead of 23,500,000 fl. In the capital service, 3,000,000 fl. more are provided for advances for the building of dwelling houses and four million guilders less for capital endowment of the Zuyder Zee fund. That fund is to be increased by 15,575,000 fl. for the construction of the shutting-off dam.

AIR TRAFFIC

Considerable strides have been made in the prosperity of the Koninklyke Luchtvaart Maatschappij (Royal Air Company), which controls air navigation in the Netherlands. During 1930 the regularity of the service was reported as being 96 per cent. Passenger traffic increased by 13 per cent, whilst transportation of merchandise other than parcel post increased by 29 per cent. The mail carried by the company showed an increase of 27 per cent, and the parcel post of 54 per cent.

Recently the Dutch company came to an agreement with the lines operated from France—Farman and the Air Union—whereby the latter handle the executive end of the Dutch business in Paris and K.L.M. handle similarly the business of the French lines in Holland. This, of course, will mean a saving in operating expenses, and will reduce to a minimum the overlapping of the services. The Dutch East Indies flights were continued during last winter. The damage to aeroplanes in the entire Dutch service was practically nil.

SHIPBUILDING

Shipbuilding in the Netherlands has continued at about approximately the same level as in 1928, with a tendency to increase. In 1928 construction totalled 166,729 tons as against 200,340 tons in 1929, exclusive of a considerable number of sea-going vessels and river craft of under 500 gross tons. This is an increase of nearly 40,000 tons over 1928. As at December 31, 1929, the

tonnage of vessels under construction in Dutch ship yards amounted to approximately 150,000 tons as against 188,200 tons at the corresponding date in 1928.

While the bulk of the production is for Dutch owners, a substantial amount of tonnage has been completed on foreign account. A limited amount of naval work is included in the year's activities. Although the productive capacity of the shipbuilding industry has not been reached, it is generally recognized that a limit is being set because of the scarcity of skilled labour. The employment of foreign labour has been found unsatisfactory, and the tendency is now to concentrate on improving the layout of the shipyards and the installation of more labour-saving machinery.

MINING

While the statistics of coal production for the year 1929 are not yet available, by the end of October the output for the whole of the year 1928 had almost been reached, the production during the ten months having amounted to 9,600,000 tons of saleable coal. This increase has not, however, had the effect of reducing imports, which for the year totalled 370,822 metric tons valued at 5,319,000 fl. as against 301,293 metric tons in 1928 valued at 3,932,000 fl. There has been a slight decrease in the volume of processed coal such as briquettes, but an increase in value. In 1928, 3,923,577 tons of ordinary coal valued at 39,826,000 fl. were exported as against 3,621,238 tons valued at 42,580,000 fl. in 1929, and 2,144,443 tons of bunker coal valued at 25,073,000 fl. against 1,973,368 tons valued at 21,529,000 fl.

SHIPPING

The two ports of Holland, Amsterdam and Rotterdam, showed considerable improvement over the previous year. At Amsterdam 3,974 vessels with a tonnage of 5,923,409 arrived and at Rotterdam 12,603 vessels with a tonnage of 21,316,853 as against 3,870 vessels of 9,217,128 tons and 12,291 vessels of 20,456,344 tons respectively in 1928.

Rotterdam leads again this year in the tonnage of vessels arriving at the three great North Sea ports—Hamburg, Rotterdam, and Antwerp. Cargo movements also show a slight increase, for which, however, general cargo is not responsible. The arrival of ores shows a new large development. During the first eleven months of 1929, 9,442,157 tons entered Dutch ports as against 7,734,852 tons in the same period of 1928. Owing partly to the restricted shipments of grain and cereals from Canada, the arrivals of grain have decreased. The tonnage of wood has increased considerably.

UNEMPLOYMENT

Statistics for unemployment are available for the first eleven months of 1929, during which period there was an increase in unemployment over the eleven months ending November, 1928. In 1928 the average number of unemployed in sixteen of the most important occupations in Holland was 5.8, while for the same period of 1929 this figure had increased to 6.3.

COST OF LIVING

The year 1929 has witnessed a further reduction in the cost of living in the Netherlands. In 1928 the index figure for a total of forty-eight articles based on 1913 prices stood at 149. This figure by the end of 1929 had decreased to 142. Taking twenty-eight articles of foodstuffs alone, and comparing again on the 1913 wholesale price basis, the index figure for 1928 was 157, and that for 1929 was 149.

FOREIGN TRADE OF SWEDEN IN 1929

FREDERICK H. PALMER, CANADIAN TRADE COMMISSIONER

II

Imports

Although agricultural products of both animal and vegetable origin are cultivated in Sweden to a great extent, there are certain foodstuffs which are imported in sufficiently large quantities to be of importance to Canadian exporters. Chief among these are grain and grain products.

Of food products of animal origin, those of interest to Canada are mainly preserved meat and fish of various kinds. The imports of meat of cattle or sheep decreased from 184,018 kilograms in 1928 to 180,154 kilograms in 1929, while the imports of fish and shell-fish, on the other hand, increased from 1,239,738 kilograms to 1,386,179 kilograms. The imports of preserved milk and cream remained practically constant.

Grain and Grain Products.—The following table shows the imports of grain and grain products into Sweden in 1928 and 1929:—

	1929 Kg.	1928 Kg.
Oats, not ground	55,978,894	49,753,191
Oaten groats	320,535	2,060,961
Rye, not ground	97,480,125	98,334,315
Rye meal	2,542,637	1,741,403
Wheat, not ground	274,460,320	263,192,883
Wheaten groats	1,081,851	1,155,854
Flour	16,655,134	19,272,877

It will be noticed that the imports of oats, rye meal, and wheat increased in 1929 as compared with 1928, while the imports of oaten groats, rye, wheaten groats, and flour declined.

Colonial Products.—The only colonial products imported by Sweden which are of interest to Canada are syrup, sugar, and tobacco. The imports of these commodities during 1928 and 1929 are shown below:—

	1929 Kg.	1928 Kg.
Syrup and molasses	19,130,777	25,316,772
Sugar refined	19,713,050	30,602,955
Sugar, unrefined	123,610,343	63,308,644
Tobacco	7,828,402	4,076,595

The imports of refined sugar decreased considerably, but, on the other hand, the imports of unrefined sugar were almost doubled in 1929.

There was a slight decrease in the imports of whisky—151,920 litres in 1928 as against 146,575 litres in 1929.

As regards apples, which are of great interest to Canada, these are grouped with pears in the Swedish statistics. The total imports of apples and pears in 1929 were 29,830,135 kilograms—a considerable improvement on the 26,114,687 kilograms imported in 1928. The imports of dried apples also showed an increase: 1,759,219 kilograms as against 1,331,084 kilograms in 1928. Owing to the poor potato crop in 1927—less than 1,000,000 tons as against an average crop of more than 2,000,000—the imports of potatoes in 1928 were extremely high (29,459,416 kilograms). In 1929 imports totalled 837,090 kilograms.

Raw and Manufactured Textiles.—On the whole, there was a slight decline in the imports of textile goods in 1929, jute, raw wool, and silk thread being the only commodities which were imported in greater quantities. The following table shows the imports of the most important of these articles:—

Raw and Manufactured Textiles

	1929 Kg.	1928 Kg.
Raw cotton of all kinds	21,658,589	24,534,957
Hemp	6,582,402	8,485,645
Jute	6,075,725	5,423,700
Wool of sheep	7,612,313	7,381,799
Wool waste	156,753	160,096
Silk thread, natural and artificial	897,164	732,249
Stocking machine products—		
Of silk	57,245	71,118
Of wool	638,945	704,728
Of cotton	906,562	980,786

Hides and Skins, etc.—The next table shows the imports of hides, skins, leather, etc., during 1928 and 1929:—

	1929 Kg.	1928 Kg.
Hides and skins, not dressed	14,748,288	16,445,524
Sole leather and insole leather	90,629	81,803
Other kinds of dressed hides	696,209	832,525
Pelts	266,692	240,411
All kinds of fur	177,391	181,961
Sausage casings, etc.	1,987,957	2,065,636
Shoes of textile fabrics or felt with rubber soles	116,265	170,216
Other kinds of shoes	148,926	221,244

Various Vegetable Products.—During 1929 the imports of red clover seeds decreased from 746,692 kilograms to 623,246 kilograms, as did also those of animal fodder of different kinds, which totalled 62,923,312 kilograms as compared with 69,315,320 in the previous year. The imports of all kinds of oil-cakes showed a decline—129,459,937 kilograms as against 136,218,296 kilograms in 1928.

Minerals and Mineral Products.—The imports of practically all minerals showed considerable increases in the year 1929, the imports of cement alone showing an increase of nearly 20,000,000 kilograms as compared with the previous year. The imports of the most important of these minerals are given in the following table:—

	1929 Kg.	1928 Kg.
Cement	47,054,623	28,219,018
Caustic potash, solid	275,126	265,649
Caustic soda, solid	1,360,320	2,573,822
	Tons	Tons
Coke	1,267,130	1,118,711
Common salt (sodium chloride), rock and sea salt	98,291,528	85,889,610
Chloride, saline and table salt	45,445,256	40,236,742
Super-phosphates	17,018,492	20,049,139
Sulphur	85,527,221	62,570,179
Norgespeter (calcium nitrate)	29,986,597	29,392,341
Insulators for electric wires	330,016	421,226

The increased imports of metals to Sweden in 1929 are shown below:—

	1929 Kg.	1928 Kg.
Iron and steel plates, cut and uncut	77,356,491	68,673,194
Iron and steel plates, overlaid with tin	10,860,865	10,943,605
Copper, crude	25,143,358	20,182,710
Brass, aluminium, nickel	3,037,426	3,030,059
Sheets and ribbons of copper	2,103,398	1,850,395
Zinc, crude	8,790,584	7,160,961
Zinc, wrought	2,640,029	2,366,212

Ships, Carriages, Machinery, etc.—On the whole, the imports of articles included in this group were considerably reduced during 1929, with the exception of motor lorries, chassis, gramophones, and the group including rollers,

stamping machines, elevators, boring machines, etc. The last table indicates the imports of the most important of these articles during the years 1928 and 1929:—

	1929	1928
Vessels and boats of all kindsKr.	13,184,702	23,366,773
AutomobilesNo.	11,136	12,827
Motor lorriesNo.	1,847	1,246
ChassisNo.	2,246	1,162
Motor cyclesNo.	7,026	7,841
Machines used in the pulp and paper industry Kr.	2,762,661	2,764,402
Rollers, stamping machines, elevators, boring machinesKr.	9,210,352	6,583,095
Ploughs, threshing machines, separators, etc. Kr.	2,633,381	3,889,496
GramophonesKg.	1,613,670	1,184,089
Pianos, upright and grandNo.	1,943	2,290

CUBA'S FOREIGN TRADE IN 1928

JAMES CORMACK, CANADIAN TRADE COMMISSIONER

Havana, March 15, 1930.—The foreign trade of Cuba for 1928, according to figures furnished by the Statistics Section of the Treasury Department, amounted to \$490,886,501, a diminution of \$90,865,267 from the year 1927, or approximately 15½ per cent. Exports, which totalled \$278,069,689, decreased by \$4,298,017. Exports of sugar and its by-products were valued at \$214,988,000; tobacco (not manufactured), at \$10,347,000; cigars, cigarettes, and smoking tobacco, at \$12,245,000; cocoa, coffee, vegetables, etc., at \$4,414,000; lumber, at \$1,156,000; animals and by-products, at \$2,810,000; wax and honey, at \$749,000; minerals, at \$3,279,000; and sponges, shark skins, and tortoise-shell, at \$1,249,000.

The imports, which amounted to \$212,816,812, decreased by 18 per cent from 1927.

CANADIAN TRADE

According to Cuban statistics for 1928, during that year Canada purchased from Cuba products to the value of \$3,797,000 against \$4,631,751 in 1927, while Cuba bought Canadian products to the value of \$4,756,000 as against \$6,031,457 in 1927. The policy of stimulating home production and of diminishing imports which found expression in the tariff of 1927, together with the depressed state of the sugar market and lessened domestic purchasing power, has had its natural effect on the import trade. The potato trade has dropped nearly to half its former volume because Cuba, under the new tariff, is importing seed and growing her own potatoes, and the fall is thus likely to be permanent.

The most important items of importation in 1928 are contrasted with those items for 1927 as follows:—

	1928	1927
Potatoes	\$1,714,315	\$3,411,591
Codfish	1,028,020	870,635
Newsprint and paper	651,669	33,048
Condensed milk	415,453	419,347
Wheat flour	178,044	268,206
Carbide of calcium	110,546	75,518
Fine patent and polished leather	71,583	39,252
Wire	69,205	no equiv.
Seed potatoes	40,512	no equiv.
Liquors and cordials	38,594	81,334
Passenger automobiles	37,858	no equiv.
Oleina and other animal oils and greases	32,601	5,151
Sulphate of ammonia	29,595	no equiv.
Packing cases	27,653	5,668
Cheese	25,858	17,303
Salted haddock	22,780	no equiv.
Herrings	22,486	27,576
Butter, fresh and salted	20,024	18,568

	1928	1927
Printed paper	17,166	19,429
Hay and alfalfa	14,300	56,729
Dried and pressed sardines	9,004	no equiv.
Onions	8,626	14,966
Accessories for copper, etc., apparatus	7,486	no equiv.
Pipes and casks	6,313	no equiv.
Sardines with bones	6,061	no equiv.
Salmon	4,700	12,046
Preserved eggs	4,129	no equiv.
Artificial and chemical fertilizer	3,971	20,447
Salt pork	3,929	4,503
Thread for weaving	3,917	no equiv.
Automobile accessories	3,668	10,371
Peas	3,210	1,619
Steel machines	3,058	no equiv.
Compound butter, margarine and oleo-margarine	2,916	no equiv.
Salted hake	2,895	no equiv.
Thread for fish nets and hammocks	2,843	no equiv.
Oats	2,698	1,647
Fine sheet paper	2,688	no equiv.
Envelopes of all kinds	2,602	no equiv.
Beans	2,492	17,858
Dressed and undressed woods	2,450	7,958
Silk thread for weaving	2,297	no equiv.
Printed and dyed fabrics	2,110	no equiv.
Books for commercial purposes	1,963	no equiv.
Impure vegetable oils	1,855	no equiv.
Rice (without peel)	1,635	no equiv.
Starch	1,499	4,046
Dried tripe	1,050	no equiv.
Tin in bars	1,044	no equiv.
Ready-made dresses	1,060	no equiv.
Wrapping paper	1,017	no equiv.

Other small importations bring the total for the year up to \$4,756,000.

PRINCIPAL EXPORTS TO CANADA

The principal exports for the same period were as follows:—

	1928	1927
Crude sugar	\$1,867,774	\$2,702,438
Refined sugar	850,116	1,043,566
Wax and honey	749,000	1,500
Stripped tobacco	461,306	319,870
Leaf tobacco	360,757	369,535
Cigars	147,578	127,401
Rum	79,300	64,160
Sponges	16,175	16,928
Furniture	2,450	no equiv.
Canned fruits	1,175	no equiv.

ITALIAN MARKET FOR SAUSAGE CASINGS

A. B. MUDDIMAN, CANADIAN TRADE COMMISSIONER

Milan, March 11, 1930.—As a small quantity of sausage casings was imported into Italy from Canada during the fiscal year 1928, the following notes on that trade are offered to exporters of this commodity.

Part of these are produced locally in Italy and part are imported from North and South America, Russia and other European countries.

Salted Beef Casings (Budella salate di bue).—Salted beef casings are classified as follows: (1) *Tarti* (beef rounds); (2) *dritti* (beef middles); (3) *bondianc* (hog middles); (4) *salcicciane* (hog bungs).

The beef rounds are manufactured in strips of 30 to 32 metres in length; the calibre of the casing is from 30 to 40 and 40 to 50 mm. They are packed in wooden casks of about 300 kg. each, and each cask must contain not less

than 180 strips, without grease attached to the casings. This kind of casing is the most appreciated. It is manufactured in the United States, but each American cask contains from 120 to 160 strips, so that this packing is not so popular as the former. The price is about 5 lire per strip c.i.f. Genoa.

The beef middles are manufactured in strips of 18 metres, and the calibre of the casing must not be less than 50 mm. and can be 70 mm. The price is on the basis of 18 lire per strip. Every cask must contain 110 strips and the weight is about 300 pounds per cask.

The hog middles are sold in pieces of $1\frac{1}{2}$ to 2 metres and the outside width is about 20 cm. These pieces are put up 400 to 500 in a cask of wood which weighs about 300 kg. The price varies from 1 to 1.20 lire per piece.

Hog bungs are generally shipped in wooden casks with salt, etc., weighing from 280 to 300 kg. per cask.

Pig Sausage Casings (budella di maiale).—These are also manufactured in strips, the length of which is 100 metres and the outside width from 30 to 35 mm. The price is 12 lire per strip. There is a good demand in Italy for these.

Goat and Mutton Casings.—These are manufactured in strips of 25 to 30 metres and the outside width is from 18 to 26 mm. The price is about 4 lire per strip (cleaned, salted, and manufactured).

Dry Beef Bladders (not salted).—These are valued according to the size, the size being from the bottom of the bladder to the top of it (the neck), but the latter is not included. Sizes in centimetres are as follows: 20 to 25, 25 to 30, 30 to 35, 40 to 45, 50 to 55. The 25 to 30 and 30 to 35 are chiefly in demand. The prices vary from 0.30 lira to 1 lira per bladder, according to size. There is a great demand for these in Italy, and they are being imported in large quantities from the United States and Russia.

Italy is said to be a large consumer of the above products, and it is estimated that over a million dry beef bladders are consumed every year.

WHEAT CROP PROSPECTS IN PORTUGAL

Mr. A. B. Muddiman, Canadian Trade Commissioner in Milan, writes under date of March 26, 1930, that it is officially estimated that the 1930 yield of wheat in Portugal will be from 380,000,000 to 400,000,000 kilograms. There has been an estimated increase of 5 per cent in the area sown with wheat as compared with 1929. Portuguese farmers are now using fertilizers in largely increased quantities, and if the improvement that has so far been effected is maintained, it is quite likely that in three or four years' time Portugal will produce sufficient wheat to supply her own requirements.

BENTLEY'S SECOND PHRASE CODE IN USE IN CANADIAN TRADE COMMISSIONERS' OFFICES

The attention of Canadian exporters is specially directed to the fact that Bentley's Second Phrase Code is now in use in all the offices of the Canadian Trade Commissioner Service.

British Columbia exporters should note that Mr. Hugh Dalton, Canadian Manufacturers' Association, Vancouver, has a copy of this code, which is available for their use.

DESIGNS, TRADE MARKS, AND PATENTS IN THE LEEWARD ISLANDS

R. T. YOUNG, CANADIAN TRADE COMMISSIONER

Port-of-Spain, March 24, 1930.—The Legislative Council of the Leeward Islands on February 19, 1930, enacted new ordinances covering the registration of designs, trade marks, and patents in that colony, which includes the Presidencies of Dominica, Antigua, Montserrat, St. Kitts-Nevis, and the Virgin Islands.

The object of the new Designs Act is to provide for the protection of designs registered in the United Kingdom under the Patents and Designs Acts, 1907 and 1919, and follows the model draft bill prepared in England. Similarly the new act covering trade marks provides for the registration in the colony of trade marks registered in the United Kingdom, and furthermore, with the intention of facilitating Empire trade, it provides a simplified and cheaper method of effecting registration of trade marks that have already been registered in the United Kingdom than is laid down by the present Trade Marks Act, chapter 150, which has been in force. This act follows also a model draft prepared in England.

The new Patent Act, which is cited as the Patents Act Amendment Act, 1930, provides for a reduction in the licence fee payable by patent agents from £2 2s. to £1 1s. This reduction is due to the falling off in work of patent agents because of the passing of the United Kingdom Registration of Patents Act, which provides for the registration of patents in a similar manner to trade marks and designs.

BRITISH MARKING OF ICE SKATES PROPOSED

Mr. Harrison Watson, Trade Commissioner in London, writes that the British Board of Trade have referred to the Standing Committee an application for an Order in Council to require the marking with an indication of origin of imported ice skates either on sale or exposure for sale or at the time of importation.

TARIFF CHANGES AND CUSTOMS REGULATIONS

Australian Surtax and Import Prohibitions

Mr. D. H. Ross, Canadian Government Trade Commissioner at Melbourne, cables that the Australian Government has imposed a surtax duty of 50 per cent on the tariff net rates including the latest amendments to the tariff (see *Commercial Intelligence Journal* No. 1353, January 4, 1930, pages 33-4; and No. 1356, January 25, 1930, pages 160-1) on 51 items, and by proclamation prohibited for an indefinite period except under licence the importation of approximately 80 commodities. Both measures became effective as from April 4.

The principal Canadian lines affected by the surtax of 50 per cent on net tariff rates are: Motor car bodies; assembled chassis; vehicle parts; rubber footwear, including sand shoes; gum and wading boots; canvas and rubber belting; rubber tires and tubes; leather footwear; wrapping papers; manufactures of paper and stationery; pianos; cameras, corsets; articles of wood, including household refrigerators; fancy goods; articles for games and toys; jewellery; and gramophones.

The principal Canadian lines affected by the measure prohibiting import except under licence are: Cultivators except hand cultivators; harrows; stump jump ploughs; fertilizer seed and grain drills; reaper threshers and harvesters, including stripper harvesters; horse-drawn hay rakes; chaffcutters and horse gears; scarifiers; electric stoves and cooking and heating appliances; electric smoothing irons; gas cooking and heating appliances; wireless receiving sets partly or wholly assembled, including head phones; batteries, including dry cells and accumulators; aluminium ware except forks and spoons; plated ware except cutlery; bolts and nuts; fur apparel but not skins; and a number of grocery lines.

Goods in bond and on the water are not affected by the surtax or prohibition.

In introducing the above measures the Prime Minister stated that the objective was to reduce the Australian adverse trading balance and to encourage domestic manufactures, though obviously seriously restricting revenue.

Trinidad Prohibits Importation of Saccharine

Mr. R. T. Young, Canadian Trade Commissioner at Port of Spain, writes that by a proclamation dated March 18, 1930, the Government of Trinidad prohibits the importation of saccharine from the 21st day of June, 1930, until further notice, except to members of the Medical Board and licensed druggists, and such other persons as the Surgeon-General may approve, and then only with his written permission.

Trinidad Sugar Duty Doubled

The Canadian Trade Commissioner at Port-of-Spain, Trinidad, cables that the import duty on refined sugar was doubled on April 4, 1930.

Prior to this change the rates of duty on refined sugar imported into Trinidad and Tobago were 2 shillings per 100 pounds under the British Preferential tariff and 4 shillings per 100 pounds under the General tariff.

Canadian products are accorded Preferential treatment in Trinidad and Tobago.

TENDERS INVITED

New Zealand

Copies of plans and specifications have been received from Mr. C. M. Croft, Canadian Trade Commissioner at Auckland, for equipment required by the Public Works Department, the Post and Telegraph Department, and the New Zealand Government Railways, Wellington. Tenders should be addressed to the Secretary, Public Works Supplies and Tenders Committee; the Secretary, Post and Telegraph Department; and the General Manager, New Zealand Railways, Wellington, in accordance with these specifications. Particulars are as follows:—

Public Works Department.—Section 305, Arapuni Power Scheme. Auxiliary turbines and generating sets (tenders close July 29).

Post and Telegraph Department.—60 1000 microfarad electrolytic condensers (tenders close June 25). 250 bells, extension, telephone, 1,000 ohms for 16.6 cycle A.C. (tenders close April 29). 5,000 cords, telephone, mounted, 4 conductor, to specification; 500 cords, telephone, mounted, 6 conductor, to specification (tenders close April 29). One receiver, telegraph, ink-recording, suitable for operation at any speed up to 300 words per minute, electric motor driven (tenders close June 24).

New Zealand Railways.—Two underhung travelling jib cranes, capacity 30 cwt.; two overhead electric travelling cranes, capacity 30 cwt. (tenders close July 16).

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT KINGSTON, BELLEVILLE, PETERBOROUGH, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.); AND THE MARITIME PROVINCES TRADE COMMISSION, TORONTO.

Canadian exporters should, for follow-up purposes, send a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which it emanated.

Foodstuffs

337. PROVISIONS.—A London importer, who sells condensed milk and milk powder to the wholesale trade, would be glad to undertake the agency of Canadian producers and exporters of provisions and associated lines handled by wholesale grocers, provision merchants, and multiple shops in the London area and home counties.

338. FRUITS.—A firm in France would like to receive c.i.f. prices French port on fruits.

339. CANNED SOUPS.—A Liverpool firm of provision merchants engaged in the distribution of cooked meats are interested in having samples, quotations, and full particulars of Canadian soups with a view to adding this commodity to the lines they are already distributing in the North of England.

340. CORN BEEF.—A firm in France would like to receive c.i.f. prices French port on the above product.

341. SALMON.—A firm in France would like to receive c.i.f. prices French port on salmon.

342. LOBSTER.—A firm in France would like to receive c.i.f. prices French port on lobster.

343. CANNED FISH.—A firm of importers in Hamburg, Germany, are interested in the importation of canned fish from Canada, including canned lobsters and canned salmon.

344. STOCKFISH AND PRESERVED FISH.—A firm in France would like to receive c.i.f. prices French port.

345. VEGETABLE AND ANIMAL OILS AND GREASES.—A firm in France would like to receive c.i.f. prices French port.

Miscellaneous

346. FISH OIL.—A firm of importers in Hamburg, Germany, are interested in the importation of fish oil including pilchard oil.

347. FISH MEAL.—A firm of importers in Hamburg, Germany, are interested in the importation of all kinds of fish meal, including pilchard meal from British Columbia.

348. SULPHATE OF AMMONIA.—A manufacturers' representative in San Juan, Porto Rico, wishes to represent Canadian manufacturers of sulphate of ammonia and fertilizers in connection with sugar cane and tobacco cultivation.

349. LINEN DUCK.—A West of England manufacturers' agent representing several English and United States firms desires offers of linen duck or suitable substitute for use in roofing of saloon motor cars.

350. MACKINAWS.—A North of England firm engaged in the sporting goods trade wish to receive c.i.f. Manchester prices from Canadian exporters of mackinaws along with descriptive catalogues.

351. ARTIFICIAL LEATHER.—West of England agent calling on manufacturers of furniture desires offers of artificial leather suitable for coverings.

352. WOOD FIBRE CARVINGS.—West of England agent desires to represent a Canadian manufacturer of wood fibre carvings suitable for the furniture trade.

353. BIRCH WOOD.—A Liverpool firm of timber brokers, with long experience in the marketing of Eastern Canadian woods, is open to hear from shippers of New Brunswick or Nova Scotia birch planks with a view to an agency.

354. SPRUCE.—A Liverpool firm of timber agents and brokers with offices in London wish to establish connection with Eastern Canadian spruce exporters not already represented for this market.

355. INCUBATORS AND BROODER BURNERS.—Importer in Holland desires quotations, preferably c.i.f. Dutch port, together with illustrations and if possible samples.

356. CHEMICAL PRODUCTS.—A firm in France would like to receive c.i.f. prices French port.

357. ASBESTOS.—A firm in France would like to receive c.i.f. prices French port.

358. METAL PRODUCTS.—A manufacturers' representative in San Juan, Porto Rico, wishes to represent Canadian manufacturers of wire rope, wire nails, fire bricks, barbed wire, standard wrought steel galvanized pipes, and galvanized corrugated sheets.

359. RAILWAY EQUIPMENT AND MATERIALS.—A Hongkong firm ask to be supplied with specifications and c.i.f. prices of all types of railway equipment and materials.

360. REPRESENTATION.—Export salesmen is available, offering exclusive service to a manufacturer, or small group of manufacturers, desirous of doing an export business with the West Indies, Central and South America, New Zealand, and South Africa. Either to travel part or all of the territory mentioned. He is also capable of acting as export manager for these same countries, having considerable experience as such.

FOREIGN EECHANGE QUOTATIONS: WEEK ENDING APRIL 7

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending April 7, 1930, with the official bank rate. Quotations for the week ending March 31, 1930, are also given for the sake of comparison.

Country	Unit	Parity	Nominal Quotations in Montreal Week ending March 31	Nominal Quotations in Montreal Week ending April 7	Official Bank Rate
Austria	Schilling	.1407	\$.1425	\$.1425	6
Belgium	Belga	.1390	.1396	.1396	3½
Bulgaria	Lev	.0072	.0072	.0072	10
Czechoslovakia	Krone	.0296	.0296	.0296	5
Denmark	Krone	.2680	.2679	.2679	4½
Finland	Markka	.0252	.0252	.0252	7
France	Franc	.0392	.0391	.0392	3
Germany	Reichsmark	.2382	.2388	.2388	5
Great Britain	Pound	4.8666	4.8657	4.8672	3½
Greece	Drachma	.0130	.0130	.0130	9
Holland	Guilder	.4020	.4016	.4018	3
Hungary	Pengo	.1749	.1750	.1750	6
Italy	Lira	.0526	.0524	.0524	6½
Jugo-Slavia	Dinar	.1930	.0176	.0177	6
Norway	Krone	.2680	.2678	.2679	4½
Portugal	Escudo	1.0805	.0475	.0450	8
Roumania	Leu	.0060	.0060	.0060	9
Spain	Peseta	.1245	.1245	.1250	5½
Sweden	Krona	.2680	.2689	.2690	3½
Switzerland	Franc	.1930	.1936	.1939	3
United States	Dollar	1.00	1.0001	1.0004	3½
Argentina	Peso (Paper)	.4244	.3850	.3951	—
Brazil	Milreis	.1196	.1175	.1175	—
Chile	Peso	.1217	.1210	.1210	6
Colombia	Peso	.9733	.9675	.9679	9
Mexico	Peso	.4985	.4760	.4762	6-7
Peru	Sol	.40	.4000	.4001	7
Venezuela	Bolivar	.1930	.1925	.1925	—
Uruguay	Peso	1.0342	.9125	.9229	—
Cuba	Peso	1.0000	.9993	.9992	—
Java	Guilder	.4020	.4025	.4026	4½
Shanghai	Tael	.3650	.4712	.4714	—
India	Rupee	.4985	.3643	.3645	6
Japan	Yen	.4985	.4950	.4952	5.48
Siam	Baht (Tical)	.4424	.4525	.4527	—
Straits Settlements	Dollar	.5678	.5618	.5620	—
Jamaica	Pound	4.8666	4.8650	4.8672	—
Hongkong	Mex. Dollar	.3735	.3735	.3746	—
British Guiana	\$	1.0000	1.003—1.01½	1.003—1.01½	—
Barbados	\$	1.0000	1.003—1.01½	1.003—1.01½	—
Trinidad	\$	1.0000	1.003—1.01½	1.003—1.01½	—
Other British West Indies	\$	1.0000	1.003—1.01½	1.003—1.01½	—
Martinique	Franc	.0392	.0392	.0392	—
Guadeloupe	Franc	.0392	.0392	.0392	—

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From St. John

- To AVONMOUTH, CARDIFF AND SWANSEA.—Vardulia, Anchor-Donaldson, April 17.
- To GLASGOW.—Melita, Canadian Pacific, April 17; Vardulia, Anchor-Donaldson, April 17.
- To LIVERPOOL.—Duchess of York, April 18; Duchess of Atholl, April 25—both Canadian Pacific.
- To LONDON.—Beaverbrae, Canadian Pacific, April 18.
- To MANCHESTER.—Manchester Division, Manchester Line, April 19.
- To SOUTHAMPTON.—Montcalm, April 16; Montrose, April 23—both Canadian Pacific.
- To ANTWERP.—Beaverbrae, Canadian Pacific, April 18; Brant County, April 15; York County, April 26—both County Line.
- To HAMBURG.—Montcalm, Canadian Pacific, April 16.
- To HAVRE.—Brant County, County Line, April 15.
- To SOUTH FRANCE AND ITALIAN PORTS.—Valreale, Lloyd Mediterraneo Italian Service, April 15.
- To ROTTERDAM.—York County, County Line, April 26.
- To PORT SAID, SUEZ, PORT SUDAN, ADEN, MOMBASA (KILINDINI), TANGA, DAR-ES-SALAAM, RANGOON AND CALCUTTA.—City of Kobe, American and Indian SS., April 27.
- To PORT SAID, KARACHI, BOMBAY, COLOMBO, MADRAS AND CALCUTTA.—City of Christchurch, American and Indian Line, April 14.
- To SOUTH AFRICAN PORTS.—Bompata, Elder Dempster Line, April 20 (also calls at West African ports).
- To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Spica, Ocean Dominion, April 18 (does not call at Nevis, Montserrat or Dominica).
- To ST. PIERRE-MIQUELON AND ST. JOHN'S, Nfld.—Sollund, Newfoundland-Canada SS. Ltd., April 15 and May 21.

From Montreal

- To LIVERPOOL.—Laurentic, May 3; Doric, May 10; Albertic, May 24—all White Star Line; Antonia, April 26 and May 23; Athenia, May 2; Andania, May 9—all Cunard Line; Leititia, Anchor-Donaldson Line, May 16.
- To LONDON AND SOUTHAMPTON.—Calgaric, May 2; Megantic, May 16—both White Star Line; Ascania, May 2; Alaunia, May 9; Ausonia, May 16; Aurania, May 23—all Cunard Line.
- To BELFAST AND GLASGOW.—Antonia, April 26 and May 23; Athenia, May 2; Andania, May 9—all Cunard Line; Leititia, Anchor-Donaldson Line, May 16.
- To PLYMOUTH AND HAVRE.—Ascania, May 2; Alaunia, May 9; Ausonia, May 16; Aurania, May 23—all Cunard Line.
- To HAMBURG.—Kings County, May 2; Kent County, May 16—both County Hamburg-American Line.
- To ROTTERDAM.—Elgin County, May 7; Labelle County, May 22—both County Hamburg-American Line.
- To ANTWERP.—Laval County, May 5; Peel County, May 9; Grey County, May 20—all County Hamburg-American Line.
- To HAVRE.—Laval County, May 5 (also calls at Bordeaux); Grey County, May 20—both County Hamburg-American Line.
- To ST. PIERRE-MIQUELON AND ST. JOHN'S, Nfld.—Cabot Tower, April 25 and May 20; a steamer, about May 5—both Newfoundland-Canada SS. Ltd.

From Charlottetown

- To ST. PIERRE-MIQUELON AND ST. JOHN'S, Nfld.—Sollund, Newfoundland-Canada SS. Ltd., May 3 and 26.

From Halifax

- To LIVERPOOL.—Nova Scotia, Furness Line, April 29; Dorelian, April 14; Albertic, April 21—both White Star Line.
- To LONDON.—Manaar, Cunard Line, April 17; Missouri, White Star Line, April 30.
- To MANCHESTER.—Manchester Exporter, Manchester Line, April 21; Dorelian, White Star Line, April 14.

To ST. JOHN'S, Nfld.—Sambro, April 18; Farnorth, April 25 (also calls at North Sydney)—both Farquhar SS.; Nova Scotia, Furness Line, April 29; Sollund (also calls at Newfoundland outports), Newfoundland-Canada SS., April 18, May 1 and 24.

To ST. PIERRE-MIQUELON.—Fernfield, April 15 and 29; Sambro, April 18; Farnorth, April 25—all Farquhar SS.; Sollund, Newfoundland-Canada SS. Ltd., April 18, May 1 and 24.

To SOUTH AMERICAN PORTS.—Canadian Pathfinder, Canadian National, April 19.

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Lady Drake, Canadian National, April 18; Spica, Ocean Dominion, April 24 (does not call at Nevis, Montserrat or Dominica).

To HAMILTON, BERMUDA; NASSAU, BAHAMAS; KINGSTON, JAMAICA; AND BELIZE, BRITISH HONDURAS.—Cathcart, April 19 (does not call at Bermuda or Nassau); Lady Rodney, April 26—both Canadian National.

To ST. GEORGE (BERMUDA), PORTO RICO, ST. KITTS, ANTIGUA, GUADELOUPE, MARTINIQUE, BARBADOS, TRINIDAD AND DEMERARA.—Cornwallis, Canadian National, April 24 (also calls at St. Vincent, Grenada and Tobago).

To SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Caledonia, April 16; Ottar, April 30 (also calls at Montego Bay and other Jamaica outports)—both Pickford & Black.

To BRISBANE, SYDNEY, MELBOURNE AND ADELAIDE.—Canadian Victor, April 15; Canadian Constructor, April 30—both Canadian National.

To AUCKLAND, WELLINGTON, LYTTELTON, TIMARU AND DUNEDIN.—Canadian Scottish, Canadian National, April 25 (also calls at Bluff).

From Vancouver

To YOKOHAMA, KOBE, SHANGHAI, HONGKONG AND MANILA.—Empress of Canada, April 17 (also calls at Honolulu); Empress of Russia, May 8—both Canadian Pacific.

To YOKOHAMA, KOBE, MIKE AND HONGKONG.—Protesilaus April 22; Talthybius, May 13—both Blue Funnel.

To YOKOHAMA, KOBE, OSAKA AND DAIREN.—London Maru, Osaka Shosen Kaisha, May 9.

To YOKOHAMA, KOBE AND SHANGHAI.—Arabia Maru, April 25; Arizona Maru, May 10—both Osaka Shosen Kaisha.

To AUCKLAND, WELLINGTON, LYTTELTON AND DUNEDIN.—Golden Cloud, April 17; Golden West, May 17—both Oceanic and Oriental Navigation Company.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Niagara, Canadian-Australasian Line April 30.

To AUCKLAND, WELLINGTON, MELBOURNE AND SYDNEY.—Waitemata, Canadian-Australasian Line, May 16 (also calls at Adelaide).

To SYDNEY AND MELBOURNE.—Elmworth, Australian B.C. Shipping Co., Ltd., April 25 (also calls at Adelaide); Waitemata, Canadian-Australasian Line, May 1 (also calls at Papeete).

To BRISBANE, SYDNEY, NEWCASTLE, MELBOURNE AND ADELAIDE.—Bullaren, April 19; Roxen, May—both Transatlantic SS. Co., Ltd.

To NAPIER, LYTTELTON, DUNEDIN, BLUFF AND NEW PLYMOUTH.—Waihemo, Canadian-Australasian Line, May 4.

To MANCHESTER.—New Westminster City, Reardon Smith Line, April 26; Pacific Exporter, Furness Pacific Line, April 19.

To LIVERPOOL, SOUTHAMPTON, LONDON AND ROTTERDAM.—Loch Goil, April 24; Drechtdyk, May 8; Dinteldyk, May 22—all North Pacific Coast Line.

To HAVRE, DUNKIRK, BORDEAUX AND ANTWERP.—Wyoming, May 2; Arizona, May 13—both French Line.

To HAMBURG, BREMEN AND ANTWERP.—Portland, April 22; Los Angeles, May 15—both Hamburg-American Line; Narenta, April 14; Kinderdyk, May 6; Moerdyk, about May 27—all North Pacific Coast Line (also call at Rotterdam).

To BARCELONA, MARSEILLES, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Rialto, Navigazione Libera Triestina, May 2.

To SANTOS, RIO DE JANEIRO, BUENOS AIRES, MONTEVIDEO, ROSARIO AND SANTE FÉ.—Brimanger, May 6; Taranger, May—both Westfal-Larsen.

To CAPETOWN, EAST LONDON, DURBAN AND LOURENCO MARQUES.—West Grama, B.C. Shipping Agencies Ltd., late May.

To PUERTO COLOMBIA.—Point Arena, April 17; Point San Pablo, April 25 (also calls at Curacao and Kingston); Point Gorda, April 26—all Gulf Pacific Line.

Note—Firms who desire information concerning ocean mail services may have their names placed on the mailing list of the Post Office Weekly Bulletin by applying to the Post Office Department.

567

CONDENSED LIST OF PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents.)
Canada-West Indies Conference (1920). (Price 25 cents.)
Canada-West Indies Conference Report (1925). (Price \$1.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 10 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada, \$3.50; single copies, 10 cents.
Czechoslovakia as a Market for Canadian Products (1927). (Price 25 cents.)
Denmark as a Market for Canadian Products (1926). (Price 25 cents.)
French-Canadian Homespun Industry.
Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)
Lumber Market of Japan (1926). (Price 25 cents.)
Map of the World showing Trade Routes. (1922 Edition.)
Markets of British Malaya (1923). (Price 25 cents.)
Markets of Central America (1929). (Price 25 cents.)
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price 25 cents.)
Peru as a Market for Canadian Products (1926). (Price 25 cents.)
Points for Exporters: Leaflets covering the following countries: Australia; Belgium; the Bahamas; Brazil; British Honduras; China; Colombia; Cuba; France; Hayti; Hongkong; India; Jamaica; Japan; Mexico; British Malaya and Siam; New Zealand; South Africa; British West Indies; Netherlands; and the United Kingdom. (Free.)
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)
Sweden as a Market for Canadian Products (1928). (Price 25 cents.)
Switzerland as a Market (1929). (Price 25 cents.)
Trade of the African Sub-Continent (1928). (Price 25 cents.)
Trade of the New Countries of Southeast Europe (1921). (Price 25 cents.)
Trading Opportunities in Scandinavia (1922). (Price 25 cents.)
Trade Possibilities of the Baltic States (1929). (Price 25 cents.)
Trading with Colombia and Venezuela (1928). (Price 25 cents.)
Trading with Egypt (1921). (Price 25 cents.)
Trading with Greece (1921). (Price 25 cents.)
Trading with Spain (1926). (Price 25 cents.)
West Africa and its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.

Census of Canada.

Miscellaneous Statistics respecting the following: Business; Education; Employment; Finance (Provincial and Municipal); Justice; Transportation, including railways and tramways, express, telegraphs, telephones, water, etc.; Production, including agriculture, furs, fisheries, forestry, mining, construction and manufactures; Vital: Births, deaths, marriages, divorce.

Canada, 1930.

Year Book of Canada.

Report of the Dominion Statistician, Annual.

Trade (External) (Imports and Exports), Annual, Quarterly and Monthly.

Trade (Internal), Prices, cost of living, capital movements, etc.

CANADIAN GOVERNMENT TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, B. Mitre 430, Buenos Aires. (Territory includes Chile and Uruguay.) *Cable Address, Canadian.*

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*
Commercial Agent: B. Millin, The Royal Exchange, Sydney, N.S.W.

Belgium

Jean J. Guay, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.* (Territory includes Roumania, Bulgaria, Hungary.)

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Ed. Da "A Noite," Sala 802, Praca Maua. *Cables, Canadian.*

British West Indies

Trinidad: R. T. Young. Address for letters—P.O. Box 125, Port of Spain. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*

Jamaica: F. W. Fraser, P.O. Box 225, Kingston. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, the Bahamas and British Honduras.) *Cable Address, Canadian.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—Daily News Building, 17 The Bund, Shanghai. *Cables, Canadian.*

Cuba

James Cormack. Address for letters—Apartado 1945. Office Address: Calle Obrapia 35, Havana, Cuba. (Territory includes San Domingo and Porto Rico.) *Cable Address, Canadian.*

France

Hercule Barré, 3 rue Scribe, Paris (9). (Territory includes French Colonies in North Africa, Egypt, Palestine, Syria.) *Cable Address, Cancomac.*

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Canadian.* (Territory covers Germany—except the Rhine Valley—Czechoslovakia, Austria, Poland, Esthonia, Latvia, Lithuania and Soviet Russia.)

Greece

Henri Turcot, 8 Metropole Street, Athens. (Territory includes Turkey.) *Cable Address, Canadian.*

Hongkong

Paul Sykes. Address for letters—P.O. Box 80. Office—Exchange Building, Hongkong. Territory includes South China, the Philipines, and Indo-China. *Cables, Canadian.*

India and Ceylon

Richard Grew, P.O. Box 2003, office, 8 Esplanade Mansions, Government Place East, Calcutta. *Cable Address, Canadian.*

Irish Free State

J. H. English, 66 Upper O'Connell street, Dublin. *Cable Address, Canadian.*

Italy

A. B. Muddiman, Via Manzoni Nr. 5—Milan (102). *Cables, Canadian.* Territory includes Spain, Portugal, Gibraltar, Canary Islands, Malta, Italian Colony in Africa, Albania, Jugoslavia, and Cyprus.)

NOTE.—Bentley's Second Phrase Code is used by Canadian Trade Commissioners.

Japan

Tokyo: J. A. Langley, Commercial Secretary. Address for letters, P.O. Box F. 101, Tokyo Central. Office, Imperial Life Assurance Building, Marunouchi, Tokyo. *Cables, Canadian.*
Kobe: Acting Trade Commissioner. Address for letters, P.O. Box 230. Office, Chamber of Commerce Bldg., Kobe. *Cables, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. (Territory includes Central American Republics.) *Cable Address, Cancoma.*

Netherlands

J. C. Macgillivray, Beursplein 26B, Rotterdam. (Territory includes the Rhine valley and Switzerland.) *Cable Address, Canadian.*

Netherlands East Indies

G. R. Heasman, P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Yorkshire House, Shortland street, Auckland. *Cable Address, Canadian.*

Norway

F. H. Palmer, Jernbanetorget 4, Oslo. (Territory includes Scandinavian countries and Finland.) *Cable Address, Canadian.*

Panama

J. A. Strong, P.O. Box No. 222, Panama City. (Territory includes Venezuela and Colombia.) *Cable Address, Canadian.*

Peru

G. R. Stevens, Casilla 1212, Lima. Office, Calle Coca, 478. (Territory includes Bolivia and Ecuador.) *Cable Address, Canadian.*

South Africa

C. S. Bissett, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

London: Harrison Watson, Canadian Building, Trafalgar Square, S.W. 1, England. *Cable Address, Sleighing, London.*

London: J. Forsyth Smith, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C. 2. *Cable Address, Canfrucum.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany and Spain.)

Liverpool: Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street, *Cable Address, Canadian.*

Bristol: Douglas S. Cole, Sun Building, Clare street. *Cable Address, Canadian.*

Glasgow: Gordon B. Johnson, 200 St. Vincent Street, Scotland. *Cable Address, Cantracom.*

United States

New York City: Frederic Hudd, 44 Whitehall street. (Territory covers New England, Atlantic seaboard states, Pennsylvania; also the Bermudas.) *Cables, Cantracom.*

Chicago: R. S. O'Meara, Willoughby Tower, S. S. Michigan Avenue. (Territory covers the Middle West and the Mississippi Valley.) *Cables, Canadian.*

San Francisco: H. R. Poussette, Suite 405, Alaska Commercial Building, 310 Sansome St. (Territory covers the Pacific seaboard and Rocky Mountain states.)

Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. James Malcolm, M.P.

Deputy Minister: F. C. T. O'Hara

Director, Commercial Intelligence Service: C. H. Payne

Published in English and French. Subscription Price for either edition: \$1 per annum in Canada (single copies 5 cents each); \$3.50 outside the Dominion (single copies 10 cents each). Remittances, which may be made by Post Office or Express Orders, or Drafts, or Cheques, payable at par in Ottawa, should be addressed to the King's Printer, Government Printing Bureau, Ottawa.

Vol. XLII

Ottawa, April 19, 1930

No. 1368

TABLE OF CONTENTS

	Page		Page
Trade Commissioners on Tour.....	569	Market for Casings in Norway and Sweden	583
British Budget Changes.....	570	Market in Belgium for Workmen's Personal Equipment	584
United Kingdom Trade Conditions... 570		Italian Market for Buttermilk.....	584
Hay Situation in Great Britain.....	571	Foreign Trade of the Netherlands in 1929	585
North of England Market for Excelsior 572		Import Trade of Brazil in 1929.....	589
Market for Incubators in Lancashire 573		Spanish Wheat-growers' Difficulties. 592	
North of England Market for Rock Elm Logs	575	German Tariff Changes.....	593
Rationalising the Shipbuilding Industry	576	Direct Shipment for Obtaining Preference in Jamaica	595
Agricultural Industry in India—		Trade Inquiries	595
II. Irrigation; the Co-operative Movement	577	Foreign Exchange Quotations.....	597
Market for Canadian Hay in New York City	582	Sailings from Canadian Ports.....	597
		Commercial Intelligence Service....	600

TRADE COMMISSIONERS ON TOUR

Mr. Douglas S. Cole, Canadian Trade Commissioner in Bristol, is about to begin a tour of Canada in the interests of trade with his territory, which includes the West of England, the South Midland and South Wales. He will be in Montreal from April 23 to May 7 inclusive. Firms who desire to meet Mr. Cole are requested to communicate with Mr. H. C. Beatty, Assistant Secretary, Montreal Board of Trade.

Mr. G. R. Heasman, Trade Commissioner in Batavia, is also on tour. His territory includes Java, the Straits Settlements, the Federated Malay States, and Siam. The following is his itinerary in Western Canada: Calgary, April 24; Winnipeg, April 25 and 26. Firms in Calgary who wish to meet Mr. Heasman are requested to communicate with Mr. J. H. Hanna, Secretary, Calgary Board of Trade, and those in Winnipeg with Mr. G. A. Carpenter, Secretary, Prairie Division, Canadian Manufacturers' Association.

UNITED KINGDOM BUDGET

Mr. V. E. Duclos, Assistant Canadian Government Trade Commissioner, London, cables that the United Kingdom budget introduced on April 14 does not contain any tariff changes, but the Government made an announcement respecting safeguarding duties.

The Government proposes to allow the safeguarding duty on lace to lapse on June 30, 1930, and the duty on cutlery, gloves, and gas mantles to lapse on December 21, 1930. These dates will mark the end of the five-year periods for which these particular safeguarding duties were enacted.

The tariff on lace, cutlery, and gloves of the classes subject to duty was $33\frac{1}{3}$ per cent ad valorem general tariff and $22\frac{2}{3}$ per cent ad valorem British preferential tariff. The duty on mantles for incandescent lighting was 6s. per gross general tariff and 4s. per gross British preferential tariff. On impregnated hose or stockings for use in the manufacture of such mantles the respective rates were 4s. 6d. and 3s. per pound.

The preferential rate was accorded to Canada.

UNITED KINGDOM TRADE CONDITIONS

HARRISON WATSON, CANADIAN TRADE COMMISSIONER

London, April 1, 1930.—The check in the rise of the trade barometer which was experienced during the late autumn was followed by a definite set back early in the new year. The fall has continued uninterruptedly until at the end of the first quarter a level has been reached which creates an atmosphere in this country of general apprehension.

As is well known, the steady drop in wholesale prices as a result of over-production in such commodities as tea, coffee, cocoa, rubber, and wheat, as well as in many manufactured lines, has created an unfavourable commercial and financial situation which is practically world-wide.

The position is, however, particularly adverse to a country like the United Kingdom, whose prosperity is so vitally dependent upon the maintenance of a regular export outlet for a large proportion of the products of its factories and the employment of its shipping. High wages and shorter hours, combined with heavy taxation, had already reduced the margin of profit to a minimum. With a heavy fall in selling prices, this slender margin practically disappears in many commodities in competition with industrial rivals more favourably circumstanced. Moreover, world buying is still further restricted by the adverse conditions which are almost universal.

In the case of the United Kingdom, the difficulties at the moment have been greatly added to by the knowledge that further taxation must be imposed for the purpose of obtaining the public money which is required to carry out increases in unemployment benefits, pensions, and other social services to which the Government is committed, and to uncertainty as to the Government's decision as affecting the McKenna and safeguarding duties.

Heavy additions have been made to the ranks of the unemployed, which have risen to 1,621,800, in comparison with 1,563,807 at the beginning of March and 1,182,454 a year ago. It must in justice be explained, however, that a considerable proportion of this new increase is due to the coming into force of regulations which govern the granting of unemployment insurance. Moreover, the general public fear that their already dwindling income will be further reduced by extra taxation, while at the same time the earning power of many of their investments will be reduced.

The above position is manifestly serious and unsatisfactory. Upon the other hand, while it represents the views voiced by a considerable section of the press and public, there is just the question whether the picture is not painted in too gloomy colours.

Although the Exchequer returns for the year just closed have been disappointing, the fall in receipts is due in part to causes which may be partly temporary, notably last autumn's crash in the stock markets of the world. Ordinarily, well-informed authorities regard it as unlikely that the Government can afford to lose substantial income which accrues from import duties at a time when it is so difficult to raise the revenue needed to balance the national accounts.

It may be safely surmised that the removal of uncertainty alone will disperse many of the clouds which at the moment obscure the outlook. Indeed, unless the Budget pronouncement is distinctly unfavourable, marked recovery in the general situation might promptly follow. A definite ground for optimism is the successive reductions in the Bank of England rate which have taken place since the beginning of the year. These have resulted in the provision of cheaper money, so vital to the freer movement of trade and the reorganization of United Kingdom industries, the progress of which has been held up almost from its inception by the advent of a period of depression and restriction through which the world generally seems to be passing at the present time.

As almost invariably happens, the foreign trade statistics reflect the turn for the worse. Although the full figures for the first quarter are not yet available, the February returns showed a further decline under all categories, and the combined values of the first two months a large reduction on 1929. A portion of this, however, is attributable to the drop in wholesale prices of all commodities already referred to, which averages something like 12 per cent.

HAY SITUATION IN GREAT BRITAIN

HARRISON WATSON, CANADIAN TRADE COMMISSIONER

London, April 1, 1930.—From a Canadian point of view, it is disappointing to find from the published figures that a wholly disproportionate share of the reduction of the total quantities of grain, provisions, etc., imported into the United Kingdom still falls upon Canada.

A welcome exception is furnished by hay. Although no recent official figures have been published, it is known that considerable quantities of Canadian hay have continued to come forward regularly at prices which should be satisfactory to all concerned.

Already inquiries are being received from Canadian shippers regarding the outlook in the near future. It is obvious that the determining factor in the situation is the extent and quality of the next United Kingdom crop, and it is as yet much too early in the season to arrive at any kind of an estimate.

So far the winter has been open and comparatively mild. Pasturage has made fair growth, and unless there is a protracted spell of cold weather during the spring, an average hay crop should at least be realized.

At the moment, however, winter feeding has depleted such stocks as were held, and a succession of three poor crops had practically exhausted stocks of hay which had accumulated under ordinary conditions. It therefore seems pretty certain that farmers in many districts will have to purchase additional imported hay to keep them going until the new home crop is available.

For this reason responsible importers and distributors of hay consider that a regular flow of Canadian hay into this country is likely to continue for the next few months at least, with the probability that prices will tend to drop

slightly as the summer approaches, and the fall may be considerable if the estimates for the new United Kingdom crop are thoroughly favourable. Inquiry shows that current prices for timothy and clover mixture range between £5 and £5 5s. per ton (2,240 pounds) c.i.f. London.

In this connection it is interesting to note that, according to the monthly official reports issued by the Ministry of Agriculture, conditions have been generally satisfactory to farming interests. The weather upon the whole has been favourable to outdoor work and to the autumn-sown cereal crops, all of which have been making good progress.

NORTH OF ENGLAND MARKET FOR EXCELSIOR

HARRY A. SCOTT, CANADIAN TRADE COMMISSIONER

Liverpool, March 20, 1930.—There is a limited demand in the North of England for imported excelsior, better known in this country as woodwool, but from inquiries recently made by this office on behalf of a Canadian producer the cost of transportation would seem to present a formidable obstacle to exports from the Dominion in competition with European sources of supply, unless the shipper is particularly well placed for cheap transportation to this market.

Woodwool in a number of different grades is used for a variety of purposes in this district. One of the main outlets is, of course, as a packing material for exports; the quality depends on the nature of the industry. Certain trades which formerly used ordinary straw packing have had in more recent years to turn to woodwool as a substitute in order to comply with the regulations in force in a number of different countries, including Canada and the United States, prohibiting the use of straw packing on account of foot-and-mouth disease. This regulation has been an important factor in the growth of the woodwool trade. Most of the industries which formerly used straw and now employ woodwool, simply to comply with existing regulations, are not particular as to quality and accordingly purchase the lower grades. In this connection it has been pointed out by importers that the Staffordshire potteries, which are supplied with woodwool from both Liverpool and Manchester, can use a relatively poor-quality article, whereas trades turning out nickel-plated goods and other products containing exposed metal surfaces require a better wool. The softer wools are used, for example, in the packing of fruit, and also to considerable extent in the domestic upholstery trades. The egg trade of this country and also of Ireland—a market that seems to be catered for to some extent by Liverpool woodwool importers—requires a wool made up of broad strips but not too harsh. Beyond the medium grades there are extremely fine cut and softer wools which are in seasonal demand for the packing of confectionery, etc.

Woodwool is imported into this market from Czechoslovakia, Sweden, Norway, Finland, Poland, Germany, and Holland. Czechoslovakia and Sweden seem to be the principal sources of supply. Competition is keen considering the amount of business available, and there does not appear to be much stability about the market since importers admit that their sources of supply during recent years have shifted from one country to another, depending on terms offered, grades, and obviously the prices obtainable. In addition to Continental supplies, woodwool is also being manufactured in England; there are two producers in the Manchester district. The system of grading wools varies with each source, so that a grade 2 from one district may compare with a No. 3 from another. Importers accordingly purchase on sample and arrange for a certain basis of grades for each particular source of supply. All point out, however, the importance of manufacturing from dry wood, as wool from green wood is not suitable, particularly for use as a packing material against metal

parts. Further, it should be as white as possible and odourless. Aspen wood seems to make a desirable type. Woodwool made from red wood is only in restricted demand and is discounted in value. Wools for packing should not be too stringy or harsh, as if stringy and inclined to tangle it is necessary to tease them out when packing. Woodwool comes to this market chiefly in press-packed bales containing 1 cwt. (112 pounds), wirebound, and with wooden battens on the sides.

Owing to the apparent instability of the market and the lack of uniformity in grading, it has been difficult to obtain specific information on competitive prices. In this connection importers emphasize that users of woodwool are interested only in the cheapest article they can get and that what suits one consumer will not do for another.

The bulk of the trade can be divided roughly into two classes—namely, the lower grades for all ordinary packing requirements and the medium-fine qualities of softer wool for use in industries requiring a superior type of packing and in the upholstery trade. The value of the lower grades from the majority of the Continental sources is reported at from £5 5s. (\$25.50) to £5 15s. (\$28) per ton of 2,240 pounds c.i.f. Liverpool. One or two firms state that quotations to East Coast ports might average somewhat lower, and also that, owing to the fact that Continental sources are freely offering and apparently over-produced at present, large contracts could probably be placed at even lower figures for shipment to Liverpool. These values refer to white woodwool. Wool from red wood can be obtained at below £5 (\$24.25). In the next quality—which includes the medium soft and finer cuts—prices range from £6 (\$29) to £8 10s. (\$41.30) per ton, according to grade, source, and terms. In the extremely fine qualities, which are in restricted demand, considerably higher values are obtained, but the total amount of business is strictly limited.

The woodwool trade in this territory is in the hands of a very few firms who specialize in the business and distribute lots of one ton and upwards to various consuming industries. Owing to the low value of woodwool, the problem of carrying stocks is difficult, as the storage charges on such a bulky and relatively cheap article prohibit warehousing in large quantities. Importers emphasize that overproduction on the Continent and consequent price cutting, plus competition from English manufacturers, and the depressed state of a number of important consuming industries in this section of England, have made the business unprofitable during the past eight or nine months, and whereas it used to be the practice to pay cash against documents, one or two firms state that they have been extended terms of from thirty to ninety days by some Continental exporters.

Under the circumstances noted above, it is difficult to see how Canadian manufacturers could profitably enter this trade, which, after all, is of limited proportions. However, samples of several grades of woodwool being sold in this market have been forwarded to the Department of Trade and Commerce, Ottawa, for the inspection of interested firms, who are also invited to communicate with the Canadian Trade Commissioner at Liverpool.

MARKET FOR INCUBATORS IN LANCASHIRE

HARRY A. SCOTT, CANADIAN TRADE COMMISSIONER

Liverpool, March 28, 1930.—According to recent estimates, during 1929 there were nearly 10,000,000 head of poultry in Lancashire, divided among some 7,000 large farms. The poultry industry in this county probably employs 20,000 people, and it is said to be still in its infancy. According to the Imperial Economic Committee's report on the marketing of poultry and eggs, the average number of eggs laid per hen in England is greatest in Lancashire and Hampshire, being in each case about 15 per cent above the general average for the

whole country. It is also understood that egg production on a large-scale commercial basis has been developed further in Lancashire than in almost any other section of England. The egg-marking regulations put into force last year whereby imported eggs other than those from the North of Ireland must have the country of origin stamped on them, is understood to have considerably helped Lancashire producers.

The development of the poultry industry in this country has resulted in building up a substantial demand for incubators. While incubators are available in a wide variety of sizes, the largest share of the trade has so far been for incubators having a capacity of 150 eggs. These are generally oil-heated, although some are understood to be equipped for electricity. Although a number of brands have been offering on this market, the trade in this size has largely been in the control of two English manufacturers, both located in the Midlands. More recently increased interest has developed in the larger incubators referred to by dealers as the mammoth type, and in this class particularly American manufacturers are offering serious competition. As far as can be ascertained, the English mammoth-type incubators so far put on this market are not considered to be quite as up-to-date and efficient as what is described as the cabinet type of large-capacity incubator which is being sold by one American firm having its own sales branch in this country, but opinions differ on this point. It is reported, however, that for incubators of 5,000-egg capacity and up to say 10,000 and 15,000, one particular brand of the American cabinet type has been capturing a considerable share of the trade from domestic producers, and it is understood that certain other United States firms are also taking an increased interest in this market. While American-made incubators seem to have been known here even before the war, competition from this source does not appear to have been as keen in the smaller sizes ranging from the popular 150-egg capacity and up to say the 350 size. One of the drawbacks to selling the large cabinet type, in the opinion of a prominent wholesale distributor in Lancashire, has been the problem of getting electric current to operate it, but this difficulty is now gradually being overcome. The large cabinet types are, of course, more expensive as regards initial cost than an equal number of 150-capacity incubators, but the saving in labour is an argument in favour of installing the larger units. Prices for the cabinet types vary according to capacity. One of the best-selling English-made 150-capacity incubators operated by oil retails at £6 (\$29.20).

The view generally held among dealers is that a Canadian manufacturer would find it difficult to enter this market in the small-capacity field owing to the established position of the two leading English makes, particularly when other domestic producers, some of whom advertise in trade papers, etc., have not been able to capture a large percentage of the trade, and it has been suggested that the best openings would be in the large-scale cabinet type, at present being imported from the United States. In selling the cabinet incubator the question of initial technical supervision would seem to be involved, in order to satisfy customers and thus guard against any unfavourable impression being created through equipment not being properly handled by the purchaser.

On the other hand, one firm of distributors in Lancashire, who claim to market something around 1,000 incubators per annum, express the opinion that the most attractive field is still in the small 150-capacity type of incubator. It is their view that a competitively priced product showing any improvement on the incubators of this size now being sold should be able to command business.

METHODS OF DISTRIBUTION

The methods of distribution vary. One of the most popular English makes is represented in Lancashire by a successful prize poultry-raising farmer, who

acts in the capacity of a wholesale distributor with the exclusive sale rights for the county of Lancashire. Other leading manufacturers, including the United States firm having a branch in London, are understood to have local representatives in Lancashire. There are, in addition, dealers in poultry supplies located in two or three cities near to the heavy poultry-raising areas, and several of these sell incubators. Few of these firms seem to have taken much interest in the large cabinet type, most of them confining their activities to the 150-size and supplying retail whatever brand is asked for. There are obvious advantages in placing an agency with a farmer who has an established reputation as a poultry raiser, as other prospective users have the opportunity of inspecting equipment in operation, and there is also the disposition on the part of the purchaser to place confidence in any one actually using the equipment that he is selling. Certainly this arrangement seems to have produced good results for at least one of the leading English manufacturers.

Summing up, it is evident that there is a growing demand for incubators in this district, and also that any Canadian manufacturer considering this market would have to be prepared to meet keen competition and to offer something superior to the equipment now being sold in order to get a foothold.

Interested firms are invited to communicate with the Canadian Trade Commissioner at Liverpool, at the same time forwarding full particulars, including c.i.f. Liverpool prices, when efforts will be made to put them in touch with an established Lancashire firm who have expressed a willingness to consider taking up the distribution of a Canadian incubator.

NORTH OF ENGLAND MARKET FOR ROCK ELM LOGS

HARRY A. SCOTT, CANADIAN TRADE COMMISSIONER

Liverpool, March 25, 1930.—While the demand for rock elm logs in this market is of a decidedly limited nature, it is nevertheless a fairly regular business in which several Canadian exporters have participated for many years. Liverpool and London are the two primary distributing centres for rock elm logs in this country, and the trade is confined to a handful of importers who have long specialized in the purchasing of these logs, which are subsequently cut into the required sizes of lumber by local sawmills.

Rock elm is used in the North of England in the construction of rowing boats and other small craft. It is also in demand for use as a fender or rubbing piece on ferry boats and on dock estates owing to its property of giving against pressure when used as a buffer and also because of its ability to withstand water. In this connection, it has been pointed out by one importer that there was an exceptional demand at Liverpool for rock elm some three or four years ago during the construction of the new Gladstone dock, the latest modern addition to the dock system at this port on the Mersey river. It is further understood that the Admiralty have also been fairly regular users of small quantities of rock elm.

Canadian rock elm has had to meet competition in recent years from English elm, as although the latter is a distinctly inferior wood it has been able to command a certain share of the trade by reason of lower prices. English elm has not seriously affected the outlet for the Canadian variety for use in small boats, but it is stated that it has been more competitive lately as a rubbing piece in dock constructional work on account of its cheapness in price and the fact that it is often obtainable in somewhat more convenient sizes. In spite of this competition, Canadian rock elm is still in demand for high-class work, and in this connection too much emphasis cannot be laid on the absolute necessity of shipping only pure rock elm as distinct from ordinary soft elm,

sometimes referred to in the trade here as "grey" or "swamp" elm, as importers will not accept this inferior wood. One agent for a Canadian exporter points out that in most contracts for rock elm logs a clause is inserted giving the importer the right to refuse acceptance if the logs are not genuine rock elm. The usual specifications call for first-class fresh round genuine rock elm logs, all to be butt cut, reasonably straight and free from large and unsound knots and free from ring shakes on the ends. One firm of importers state that they expect rock elm to be white in colour with slight traces of pink in the wood.

Various sizes of elm logs are required ranging from as low as 12 inches in diameter and up at top end, averaging 16 to 18 inches, depending on specification. There is little demand for the smallest diameters. Quebec string measure under the bark is the usual method of measurement, and sometimes the Liverpool quarter-girth measure is employed. Importers of round logs require the bark to be left on as a protection against weather conditions. Some specifications call for lengths from 20 feet and up averaging 28 feet, and others from 25 feet up averaging 30 feet. It is usual for such orders to be placed in lots of say five cars at a time.

Recent quotations for Canadian rock elm logs in specifications similar to the above have averaged around 6s. 8d. (\$1.62) to 6s. 9d. (\$1.64) per cubic foot c.i.f. Liverpool for shipment during winter months, summer arrivals being valued at from 4d. to 6d. less.

In addition to round logs shipped with the bark on, there is an even more limited but fairly regular demand at Liverpool for hewn square rock elm logs. These are imported in lengths from 20 feet upwards, averaging around 35 feet; squares range from 12 to 18 inches with not many measuring higher than 15 inches. These timbers are usually shipped during the summer season, and importers require them to be placed below deck for protection against the weather. Recent prices are stated to have averaged from 9s. 3d. (\$2.25) to 9s. 4d. (\$2.27) per cubic foot c.i.f. United Kingdom port.

While, as stated above, the outlet for rock elm logs in this territory is a limited one, the demand seems to be more or less regular. One Liverpool brokerage house with extensive experience in the handling of this trade is open to hear from any Canadian exporters in a position to compete and not already represented in this market. Interested firms are also invited to communicate with the Canadian Trade Commissioner at Liverpool.

RATIONALIZING THE SHIPBUILDING INDUSTRY

G. B. JOHNSON, CANADIAN TRADE COMMISSIONER

Glasgow, April 1, 1930.—Ever since the war, during which the facilities for the building of new ships expanded enormously, shipyard capacity has been greatly in excess of demand for new vessels by shipowners. As a result there has existed for several years on the Clyde the apparently paradoxical situation of almost record output for time of peace with thousands of shipyard workers out of employment. A sharp contraction of the industry has long been recognized as essential to its economic recovery: the scramble for orders reduced prices below a profitable basis, while at the same time they were too high to induce shipowners to place contracts sufficient in number to keep even the most modern and efficient yards fully employed.

As has already been noted in the *Commercial Intelligence Journal* (No. 1364), the National Shipbuilders' Security Limited has been organized to effect the necessary contraction in output capacity. This company does not in any sense represent an amalgamation of shipbuilding firms; it has no compulsory

powers, and it can only carry out its program with the co-operation of its membership, and then only if that membership represents very fully the shipbuilding industry, and if it can build up a strong fund for buying out the weaker, obsolete and redundant yards. The company provides a method by which such yards can retire honourably and without loss from a losing fight, instead of the only eventual alternative—an appearance in the bankruptcy court. The idea is to concentrate shipbuilding operations in a small number of the most efficient and modern yards, and bring down the capacity of supply to something of an equality with normal demand. The success or otherwise of this scheme is, of course, a matter for the future, but it seems that one necessary but unfortunate result will be an increase in unemployment among the skilled craftsmen of the industry.

CONDITIONS ON THE CLYDE

Sixteen vessels totalling 36,400 tons were launched from the Clyde yards during March, and orders for nine vessels aggregating 40,000 tons were placed. For the first quarter of the year 43 vessels of 115,000 tons were put into the water, which is one vessel more and 32,000 tons less than for the corresponding period last year. The record quarter for this period of any year was in 1928, when two fewer were launched but of which the tonnage was 47,000 tons more.

An encouraging feature of the Clyde shipbuilding industry at this time is that new orders are keeping pace with tonnage launched.

AGRICULTURAL INDUSTRY IN INDIA

H. R. POUSSETTE, CANADIAN TRADE COMMISSIONER (FORMERLY OF CALCUTTA)

II

IRRIGATION

Reference has already been made to the tremendous influence which the monsoon exerts upon India. It can be truly said that it is a dominant factor in the economic life of the country. The average annual rainfall in India varies from as high as 450 inches in the Assam hills to less than 3 inches in Upper Sind, and it is on record that at Cherrapunjai 905 inches was recorded in one year. It is said to rain there nearly every day.

The rainfall in India is very unequally distributed, and to overcome the effects of this uneven distribution irrigation has been developed to an important degree. The development of irrigation in India is something of which the provincial governments of the country have every reason to be proud. Since the Indian rainfall is liable to both excess and deficiency, it has been possible by irrigation to conserve and make use of the former, in order to mitigate the effects of the latter.

Irrigation in India is of various kinds and may be divided into storage and river works, lift works and tanks or reservoirs. In the river works the water is dammed and drawn off and distributed to the lands by means of a network of canals. The lift works usually consist of wells from which water is raised by means of manual, animal, or mechanical power, most commonly the first two. Several years ago it was stated that the wells supplied about 30 per cent of the irrigation in India. In the southern part of India tanks seemed to be very commonly used, and in that part it is estimated that there are from 40,000 to 50,000 of these which irrigate areas of one acre and upward. A tank is more or less a pond which has as a rule been artificially constructed.

One of the satisfactory features in connection with irrigation in India is that the public works, taking them as a whole, have been reproductive. It

might even be said doubly reproductive, for they have not only directly provided an investment on the funds expended, but indirectly they have brought in revenue from the prosperity which they have promoted. Quite often where they have not been directly reproductive, they have provided relief works in time of famine, and the money which had to be expended to keep people alive in periods of dearth has thus been diverted into a useful purpose. Some canals in the Punjab are said to yield a revenue as high as 12 per cent, and this after selling the water at extremely cheap rates.

IMPORTANT WORKS

Some large works have been recently completed or are in process of construction. One of these, on the Indus above Hyderabad, and between Karachi on the Arabian Gulf and Lahore the capital of the Punjab, known as the Sukker Barrage and now well under way, when fully completed will irrigate between six and seven million acres of land. This scheme comes under the government of the Bombay Presidency.

A visit to one of the canal colonies of the Punjab in the latter part of 1928 was very interesting. This colony, which is not far from Lahore and on the railway to Karachi, was desert before the irrigation works were constructed, and by means of these works it is now producing valuable and abundant crops. This particular colony is divided into holdings of about $12\frac{1}{2}$ acres, which are considered sufficient for the maintenance of one colonist and his family. Mr. Darling, writing of another Punjab canal colony, remarks: "The Lyallpur colony is the richest tract in India, perhaps even in Asia. . . . But for the canals the tract would have remained a waste. . . . The land which is now worth 500 rupees an acre could never have been acquired at a nominal figure."

His Excellency the Viceroy at the opening at Ferozepore of the second completed headworks of the Sutlej Valley irrigation project referred to the history of irrigation in India, but chiefly in recent years. He described it as an enthralling story and a great partnership between engineers, revenue officers, and Indians. While paying due tribute to the administration who projected these great works, the engineers who built them, and the revenue officers who administered them, he said it would be impossible to reap the full fruits without the whole-hearted co-operation of the landowners and cultivators. He said that perennial canals in India were irrigating at the time of his address nearly thirty million acres—an area three times the size of Denmark—and to give an idea of the total length of channels which distributed the water, he said that if placed end to end they would girdle the earth twice over.

Irrigation by canals has its problems, and one of these is the prevention of water-logging through the over-use of water. As the water is usually provided at a flat rate, cultivators are inclined to take all that is offered them without regard to the effect which it has upon the soil. A great deal of research work will have to be done in order to discover the most effective method of using irrigation water. As practised to-day, it is somewhat rough-and-ready and consequently much valuable water is wasted, and, what is of greater importance, it leads to the gradual destruction of the natural fertility of the land. One remedy for over-watering might be to charge for water exactly in the quantity consumed. The over-use of water sours the land.

WELLS AND TANKS

As has been already stated, apart from the large works which are principally located in the northern part of the country, wells and tanks are largely used for irrigation purposes. From the tanks the water is drawn off by means of small ditches. This is a simple method and involves a comparatively small

amount of labour. From wells the water is lifted by various means, but principally by hand or animal. The small oil engine would seem to be ideally adapted for lifting water, but for various reasons it has so far been used to only a limited extent, and that by the larger landowners. However, it is coming into more general use. One dealer in Madras stated last year that the turnover of small engines was becoming increasingly important, evidencing a growing appreciation of the advantages of machine over hand or animal labour, and also incidentally that the efforts of the Agricultural Department of that province are bearing fruit.

The oil engine to be suitable for use in India must be as nearly foolproof as it is possible to make it, and fairly cheap. If oil engines come into fairly general use—and there is every reason to believe they will as the rudiments of rural economics permeate the minds of the peasants—their sale should afford a wide and profitable market for the manufacturers.

WINDMILLS

Windmills are in use to a very limited extent along the coasts of Madras and Bombay. The chief argument against them is that at the time when water is most required there is the least wind. This difficulty might be obviated by the construction of storage tanks, but the initial expense is an obstacle to sales. A few hundred windmills of United States manufacture are in use in the country, and each year some additional ones are sold. But speaking for the present, this business is not of importance, although it might increase if the sale of the machines were actively pushed.

The conservation of animal labour is so necessary in India that it is unfortunate that so much of it is expended in raising water, and with many of the contrivances a considerable amount is spilled in transferring it from the lifting vessels to the channels down which it flows to the land. The contrivances for lifting water are primitive and clumsy and require a maximum of labour for a minimum of result in their operation. The best method appears to be that provided by the Persian wheel, which consists of an endless chain of water pots passing over a vertical support erected above the well and operated by bullocks tramping round. Another method is the "picottah," by which water is drawn up in a bucket suspended on a rope from the end of a weighted lever. Another method employed—and it seems extremely primitive and laborious—is a walking beam. The labourer walks to one end of the beam, thereby lifting a bucket of water with his weight. It is simply a matter of walking up and down the beam, but it can be well imagined how little land can be irrigated by such an antiquated method. Still another way is for coolies to stand on each side of a small pool and by means of a leather bucket or scoop attached to double cords held taut to scoop the water into a receptacle from which it flows to the plots to be irrigated. It is only the low cost of labour, which in some of the country districts cannot amount to more than ten cents a day, which makes such a method economically possible.

CO-OPERATION

No movement has been undertaken in recent years in India of greater importance to the country than the co-operative. It had its beginning with the passing of the Co-operative Societies Act in 1904. This Act was later revised. One result of the spread of the co-operative movement is the setting up of new village institutes under democratic control, thus bringing to the front those endowed with a capacity for leadership. It also helps to educate the peasant in practical economics and encourages the growth of community feeling.

The sole idea of co-operation in its early stages in India was apparently to furnish the agriculturist with loans at a reasonable rate of interest. The

ryot or peasant, however thrifty he may be, must go to the money-lenders some time in his life. It may be due to misfortune such as famine, the loss of his bullocks or other causes, but the man who can go through life without having recourse to the *saukar* or *bania*—by which terms the money-lender is known—is highly fortunate and cannot be more than one or two out of a hundred cultivators. Mr. Darling, I.C.S., a well-known authority on rural economics in India and author of *The Punjab Peasant in Prosperity and Debt*, says: "Very tentatively therefore we may say that the rural debt of British India with its population of 247 millions is not less than 600 crores or £400 million," and he goes on to add that "this figure in itself is not alarming, but a serious feature of the case is that a large part of the debt is unproductive." And in regard to the character of the debt he comments: "It is a commonplace of Indian economics that debt in this country is mainly raised to meet the necessities of rural life and social obligations and only in the smallest measure for agricultural improvement." The *saukar* has few friends since he charges exorbitant rates of interest, but in justice to him it should be said that there are times when without his aid there would be no alternative for the unfortunate ryot but to starve unless assisted by the Government or his friends.

While in the early stages of the movement co-operation was confined more or less to loaning money, later it was extended to embrace other purposes, and societies have been formed in recent years for the assisting and uplifting of their members. But although the movement has been in existence for about a quarter of a century, and although it has already accomplished much good, it cannot be said that the solution of the problem which was the motive behind it has yet been accomplished—that is the removal of debt or its substantial decrease. This cannot be laid to the fault of government or lack of enthusiasm on the part of its officers, since they have been most zealous in their efforts to advance the work. But it is impossible to help people unless there is a desire on their part to be helped, and one of the obstacles to be overcome is the apathy of the peasant cultivators.

PROGRESS OF CO-OPERATION

Co-operation is now more or less general throughout India, but its progress has not been uniform. Perhaps the greatest success has been met with in the Punjab, and in that province the lot of many agriculturists has been greatly ameliorated and they have been able through their local societies to free themselves from the money-lenders. There are now in India about 90,000 societies with a total membership of about 3,500,000, and with a capital amounting to 70 crores of rupees, or approximately \$250,000,000. In Bombay there are 27 societies for each 100,000 inhabitants as compared with 32 in Madras and about 33 in Bengal. As mentioned above, the original object of co-operation was to free the people from debt, and particularly the small cultivators, but it is now being realized that the provision of cheap credit is one of the first essentials in the improvement in the condition of the ryot, not only to enable him to free himself from debt, but also to purchase better implements, better seed, and to carry out any other improvements that promise to be profitable. The money-lenders charge from 25 to 60 per cent interest. The security usually given by the small cultivator is his crop, and the lender takes care in collecting his interest to help himself to the best part of it. Once a cultivator falls into debt, it is rarely that he is able to emancipate himself and existence for him can be little better than slavery. Eventually by compound interest his debts engulf him, and he is simply allowed enough to keep himself going and provide a steady income for the *saukar*. The Co-operative Department of the Punjab in their efforts to popularize co-operation have prepared a film which is shown to villagers to bring home to them in a way which they can understand the ease with which they can fall into debt, become enmeshed in it, and yet eventually

extricate themselves. When it is realized how much co-operation can do for the uplift of the people, and particularly those engaged in agriculture, the wonder is that the spread of it has not been more rapid. As an illustration of the difficulty of making progress, the head of one of the largest mercantile establishments in Calcutta relates that some fifteen or twenty years ago he started a co-operative society in their organization in the interests of the clerks. But although the sole aim was to assist the Indian members of the staff, at first they would have nothing to do with it, apparently only seeing in it a device by which they would contribute in some way to the fortunes of the firm. Eventually they realized the purpose behind the project and became whole-hearted supporters of it, and greatly to their own benefit. To show what can be accomplished in inculcating a spirit of thrift, it was recorded some years ago that a co-operative society formed amongst the members of Hodson's Horse, a well-known Indian cavalry regiment, had built up a capital of Rs.80,000.

One of the great needs of India is primary education, and one of the most encouraging signs of the times is the increasing desire to obtain its benefits for their children that is being shown by the older generation, who to some degree are beginning to appreciate that it will give a better chance in life. Co-operation is promoting this.

AIMS OF SOCIETIES

As has been already stated, many kinds of societies have been formed, and a few of them may be mentioned. Owing to the law of inheritance, at the death of a landholder his property has to be equally divided amongst his heirs. Although it may have been of large extent originally, eventually by this system it becomes broken up into comparatively small farms or even plots, some of them separated by considerable distances. This is known as fragmentation. One result of this is a cultivator may possess a number of parcels of land scattered about the village, each one having a share in a separate well. Another result of fragmentation is that it leads to endless disputes between neighbours, and a characteristic of the cultivators is that they are very litigious. Co-operative societies have been formed to combat this evil, and already by bringing neighbours together and exchanging a bit of land here and selling or buying a bit there, they have been able to consolidate holdings to the great advantage of their members. Other societies have been formed for educational purposes, and many villages eager for education have combined to provide a teacher, and the members of the society have also bound themselves to send their children to school every day for a certain time. Societies have also been formed in which the members pledge themselves not to waste their money on ostentatious marriage celebrations and on funerals.

Co-operation is promoting cottage industries, thrift, better cultivation, the breeding of better stock; and in Bengal societies have been formed for combating diseases such as malaria, Kala-Azar, and cholera. They undertake to persuade the villagers to provide sanitation, which in most instances is noticeable by its absence. In Bengal it has been reported that there are about seven hundred active anti-malaria societies.

The primary object of co-operation in India is to free the cultivator from the vicious system of credit. Mr. Calvert in his work entitled *The Wealth and Welfare of the Punjab*, writes that "the basic assumption on which we work is that the rural masses can be lifted on to a higher plane of wealth and culture, that the poor illiterate peasant need be neither poor nor illiterate, and that the stupid cultivator will respond to efforts to make him intelligent, and that in short the future of this province depends upon the measure in which the masses of the people can be taught to understand the influences that mould their lives."

FUNDS

Local co-operative societies borrow the funds which they require for their operations from the co-operative central banks or unions. They in turn secure their funds from depositors who are glad to receive the 6 or 7 per cent which these banks promise to pay them. There are 600 of these central banks and unions, and it is reported that their loans to the local societies amount to as much as \$45,000,000 in a year. The central banks are not administered by government, but are liable to inspection by officers of the co-operative departments. The central banks lend to the village societies at a rate of 8 or 9 per cent, and the latter lend to their members at a rate of from 12 to 18 per cent. While the rate to members may seem high, it is low in comparison with that demanded by money-lenders, and the society being mutual, the member shares in any surplus that may be accumulated.

EFFECTS OF CO-OPERATION

One of the best results of co-operation is that it instils into the minds of the villagers the idea of responsibility. Each village society sends up representatives to the central meetings, and there they are able to meet men from other parts of the district with whom they can exchange ideas and together work out their problems. This gives the village representation; and the Indian village council or *panchayat* takes an important place in the rural life of the country.

BETTER FARMING IN CO-OPERATION

Working together, the agricultural and co-operative departments can be of immense assistance. It has been pointed out that agricultural education in India has to be conducted by means of demonstration. But while it is quite impossible for the representative of the agricultural department to visit each farmer, he can probably visit each village, and through the local co-operative society meetings can be arranged at which the officer can give a lecture or demonstration on the land of one of the members. One important influence which co-operation can exert upon the members of village societies is that, knowing perfectly well that if one of the borrowing members defaults the amount will have to come out of their pockets, they have a strong incentive to prevent him indulging in extravagance and folly.

Owing to the characteristics of the peasant cultivators, too much must not be expected from co-operation. Nevertheless enough has been accomplished to warrant the belief that progress in the future will be more rapid than in the last twenty-five years. It is well within the bounds of possibility that the combined labours of agricultural, co-operative, and irrigation departments will change the face of the land and lift the people from their poverty-stricken condition.

MARKET FOR CANADIAN HAY IN NEW YORK CITY

W. F. BULL, ASSISTANT TRADE COMMISSIONER

New York City, April 7, 1930.—With the increased use of motor trucks and the exclusion of horses from all but the shorter hauls and local delivery business in New York City, the consumption of hay in this market has greatly decreased. The New York hay exchange a few years ago handled on an average of forty to fifty cars of hay a day, but this has now fallen to four and five cars a day. With the falling off in business the market has grown sensitive to oversupply, and where it might be possible to sell one car of No. 1 timothy for \$26 a ton, the market could not absorb two or three cars of this grade at one

time, and the hay would accordingly have to be graded down to meet the conditions brought about by close prices and small turnover.

Several of the old-established dealers are pessimistic regarding the hay situation in general and of the possibility of Canadian exporters continuing to ship to this market at a profit. Though the price has been maintained, and from a distance would appear profitable, the local producers watch the market so closely and take advantage of every temporary shortage of supplies that, before Canadian hay could reach this market, the price might be considerably below the price on the day of shipment. The New York market requires timothy hay or a good grade of mixed hay, and generally pays a premium for the large bales. Wild, short hay, in bad condition and poorly baled, from time to time reaches this market, and is immediately graded down with resultant losses to shippers.

The current prices of hay on the New York Hay Exchange are as follows:—

Large bales, timothy and light mixed—		Small bales timothy and light mixed—Choice—	
Choice	\$ 27	No. 1	\$25-26
No. 1	26	No. 2	23-24
No. 2	24-25	No. 3 and poorer	14-22
No. 3 and poorer	15-23	Sample	12-13
Medium clover and grass mixed—		Medium clover and grass mixed—	
No. 2 to 1.	\$22-24	No. 2 to 1.	\$21-22
No. 3 to 4.	14-21	No. 3 to 4	14-20
Heavy clover mixed—			
No. 3 to 1.	\$14-23		
Alfalfa, light mixed second cut..	30-34		

The present rate of duty on hay is \$4 per long ton of 2,240 pounds, but it is proposed by the Senate in the tariff now under discussion to increase this duty to \$5 a ton.

MARKET FOR CASINGS IN NORWAY AND SWEDEN

FREDERICK H. PALMER, CANADIAN TRADE COMMISSIONER

Oslo, March 27, 1930.—Inquiries from both Norway and Sweden for casings have prompted an investigation into the opportunity which offers in these two markets for Canadian casings. The requirements of each market are practically the same with respect to quality and sizes, and the usual methods of cleaning and packing are well known.

Casings are not specified in the Norwegian trade statistics, but are apparently included in "casings and other offal." During 1929, 213 tons of offal were imported into Norway and 1,728 tons into Sweden. In 1928, 178 tons were imported into Norway and 2,069·768 tons into Sweden. The following were the chief sources of supply in that year: Germany, 750·665 tons; United States, 478·786; Denmark, 215·458; Soviet Russia, 197·775; Norway, 137·846; and Great Britain, 69·638 tons.

There is no duty on casings entering Sweden. The duty levied in Norway is 30 ore per kilo plus 50 per cent of this rate. In addition to this duty, as all meats and meat products entering Norway must be inspected for purity, etc., by a veterinary officer, to cover the cost of this inspection service there is levied a fee on all imports of this character of 2 ore per kilo. This does not mean that every package will necessarily be opened and the contents examined, but when the Norwegian authorities are not satisfied as to the quality of the meat inspection service of a country from which shipments are being sent, the veterinary officers may require the whole parcel to be taken to the slaughter house where facilities exist for such an examination, in which case, in addition to the usual 2 ore per kilo fee, the importer will have to bear all handling and transportation

expenses involved. Hence the aggregate duty is 47 ore per kilo or 6 cents per pound.

Packing requirements depend on the casing. For horse casings it will usually be stipulated that thirty casings be packed in each tierce, and each casing be at least 75 feet in length. Colt casings must not be packed with horse casings on any account, and generally will be ordered and packed separately.

Beef round casings of the widest calibres are usually packed 140 to 180 sets per tierce, while beef middle casings are packed 100 to 110 sets per tierce.

In Sweden there is generally always a demand for sheep casings of from 20 to 22 mm. calibre. These are usually tied in bundles containing each 100 yards, and in a tierce or keg for shipment, from 100 to 250 bundles are packed.

Naturally the market demands only first-class merchandise, properly and thoroughly cleaned inside and outside, and after the casings have been packed in tierces, as much brine should be added as will fill the tierce.

Business is usually placed through agents on behalf of their importing clients, and payment against documents at the port of arrival is usual in this trade. Canadian exporters interested are advised to communicate with the firms mentioned in Trade Inquiries Nos. 377 and 378, published in this issue of the *Commercial Intelligence Journal*, page 596.

MARKET IN BELGIUM FOR WORKMEN'S PERSONAL EQUIPMENT

JEAN J. GUAY, CANADIAN TRADE COMMISSIONER

Brussels, March 12, 1930.—Previous to the war, the Belgian workman paid little or no attention to his personal equipment whilst pursuing his labours. Wooden sabots were almost exclusively worn, and leather or canvas gloves for protecting the hands were entirely unknown. The natural evolution of the country, however, and new post-war conditions, have brought about more modern methods, and such articles as workmen's heavy leather boots, rubber knee and hip boots, leather and canvas gloves, overalls, leather clothing, and canvas haversacks or food-bags are becoming more and more in evidence.

This office is in touch with a Brussels importer who purchases annually several thousand pairs of workmen's gloves of horse or mule leather from the United States, as also workmen's heavy leather boots from England. This importer would be glad to receive offers of Canadian-made personal equipment for workmen, chauffeurs, etc., more particularly leather gloves and boots. His name and address is on file at the Department of Trade and Commerce, Ottawa, where samples of the American articles imported by him may also be inspected. The c.i.f. Brussels prices are attached to the samples.

ITALIAN MARKET FOR BUTTERMILK

A. B. MUDDIMAN, CANADIAN TRADE COMMISSIONER

Milan, March 11, 1930.—This office has been approached by one of the leading agents in Italy for a connection with a Canadian firm of shippers of semi-solid buttermilk. At the same time he states that a number of Canadian dairies in connection with a Chicago house allow buttermilk to be distributed through that channel abroad. What he desires is a direct connection with dairies who are willing to ship their goods overseas, as he is at present forming a company to handle this business. He claims he can sell several hundred tons a year.

Offers from the United States for this market are stated to have been on the basis of 2½ cents per pound f.o.b. point of departure. This price is apparently too high. What is wanted by the agent in question are offers at the lowest

price per cwt. (112 pounds) net weight, including packing, c.i.f. Genoa. Until business relations have been properly established, this agent is prepared to open credit.

The buttermilk offered must correspond to the following analysis: Protein fat, 12 per cent; grease, 4; mineral salts, 5; lactic, 6; sour milk, 6 to 8 per cent.

When shipping products of this nature from Canada, it has often been found difficult to maintain a continuity of supply. This is undoubtedly due to large purchases being easily handled by the United States. Canadian exporters, however, should remember that European importers desire their own connections direct, and to ensure good business between Canada and Italy, continuity of supply is essential.

FOREIGN TRADE OF THE NETHERLANDS IN 1929

LESTER S. GLASS, ACTING TRADE COMMISSIONER

Rotterdam, March 23, 1930.—The trade of Holland in 1929 was in value the highest in many years: 4,741,788,154 fl. as against 4,670,100,000 fl. in 1928.

The fact that Holland invariably shows an adverse balance in her foreign trade is due entirely to her economic position in the world as a mature lending country. Thus it is that much wealth comes to Holland in payment of services such as shipping and interest on investments which can find no place in the statistics of imports or exports.

The tendency in Holland is for imports to gain more rapidly in value than exports. This condition continues to exist, and 1929 saw an increase of approximately 9 per cent in imports, whereas the increase in exports was almost negligible. The weight in metric tons of the imports and exports of Holland (exclusive of precious metals) was as follows:—

Year	Metric Tons Imports	Metric Tons Exports
1925	25,398,193	12,336,338
1926	28,347,142	15,822,354
1927	28,618,769	14,338,018
1928	29,820,840	15,725,219
1929	30,988,919	16,301,164

The international trade statistics of Holland are divided into some seventeen or eighteen groups, and for comparative purposes the following table is given showing the figures for 1928 and 1929:—

	Imports		Exports	
	1928	1929	1928	1929
	1,000 Fl.		1,000 Fl.	
Animals and animal products	96,342	90,627	524,670	499,741
Vegetable products	691,417	672,781	279,216	270,858
Minerals, metals, etc.	496,132	538,981	185,261	201,690
Flour and flour products.	56,402	41,510	51,188	52,060
Chemical products	66,867	68,849	52,370	56,568
Oil, naval stores, etc.	148,862	162,918	173,518	165,394
Wood and wood products	159,860	176,915	17,019	15,904
Hides, skins and leather.	82,814	71,709	68,230	56,053
Yarns, cordage, textiles, etc.	307,600	319,963	236,013	228,756
Earthenware, etc.	22,343	23,448	12,775	13,360
Glass	17,671	19,938	7,653	8,892
Paper.	40,598	45,225	47,097	49,155
Foodstuffs and luxury articles	181,194	154,090	129,786	105,544
Carriages, vessels and aero- planes	70,904	86,802	64,886	57,184
All other goods	244,888	279,541	136,503	208,322
Total	2,683,892	2,752,298	1,986,185	1,989,490
Precious metals	42,420	29,871	8,515	58,217
Grand total	2,726,312	2,782,169	1,994,700	2,047,707

Imports of vegetable products in 1929 declined by a small amount, due to some extent to the fact that there have been few receipts of grain from Canada. Animal products have likewise fallen; this is due to the fact that a greater amount of home-produced goods are being consumed. The only other marked decrease is under the heading of foodstuffs and luxury articles. A shrinkage in the purchasing power of the public in Holland has been noted for some time past, and is naturally shown in the diminished imports of luxury goods.

The groups in which a falling off in exports has been shown are: Animals and animal products, vegetable products, oil and naval stores, wood, and wood products, hides, skins and leather, yarns, cordage and textiles, foodstuffs and luxury articles. The most outstanding of these reductions is in the case of animals and animal products, and is due to increased consumption of domestic products. The decrease in the exports of foodstuffs and luxury articles may be attributed to the decreased buying power of the Dutch East Indies, one of Holland's best markets. Hides, skins and leather also show a sharp decline, which is offset by a decrease in the value of the imports, indicating once more the gain that is being shown in domestic consumption of home-produced goods. Exports of vegetable products have also decreased, due at least in part to the bumper crops in the markets catered to by Holland and because of the low prices which have been ruling.

TRADE WITH GERMANY

Holland is purchasing more and more from Germany. The total imports from that country increased from 730,247,932 fl. in 1928 to 842,273,168 fl. in 1929. Imports from Germany increased by over 110,000,000 fl., whereas imports as a whole increased by 68,000,000 fl., which means that, exclusive of Germany, Holland's trade with the world has decreased by 42,000,000 fl. Germany's share of the imports increased from 27·21 per cent in 1928 to 30·59 per cent in 1929. The principal German products imported, together with their values in thousands of guilders, are as follows: Iron and steel and manufactures thereof, 122,829; coal, coke, and briquettes, 91,205; machine tools, agricultural implements, power equipment, and hand tools, 108,365; saltpetre and artificial fertilizers, 41,364; dry goods, fabrics, and textiles, 45,336; clothing and fur goods, 42,961; paper and paper products, 23,300; vegetable oils, 14,482; chemical products, 19,612. Only in saltpetre and artificial fertilizers and in vegetable oils were decreases shown.

Exports to Germany have decreased from 468,703,827 fl. in 1928 to 456,134,561 fl. in 1929; that is, from 23·54 per cent of the total to 22·89 per cent. The principal commodities exported, with value in guilders, were: Butter (66,489,936), eggs and egg products (47,349,000), fresh vegetables (38,822,000), cheese (35,647,000), fresh meat (16,766,000), coal, coke, and briquettes (15,146,000). Slight increases were registered in all these commodities with the exception of butter and fresh vegetables, which showed a marked decline, and there were also considerable drops in the exports of hemp and fibre, crude petroleum, hides and skins, coffee and sugar.

TRADE WITH BELGIUM

During 1929 there was an increase in the trade with Belgium: 472,116,724 fl. in 1928 as against 488,277,054 fl. in 1929. Imports were valued at 300,014,370 fl. in 1928 and 283,974,231 fl. in 1929, and exports at 172,102,354 fl. and 204,302,823 fl. respectively. The decreases in imports are principally in the following commodities: Neutral fats, eggs, wheat, fodder, and coal. The principal increase was in vehicles; the value of imports in 1928 was 20,600,000 fl., and in 1929, 28,200,000 fl. On the export side considerable increases were recorded in animals and animal products, and in potatoes.

TRADE WITH THE UNITED KINGDOM

Holland's exports of commodities to the United Kingdom decreased from 431,938,000 fl. in 1928 to 408,123,720 fl. in 1929.

Exports of margarine decreased from 37,366,000 fl. to 27,685,000 fl.; of cheese, from 9,100,000 fl. to 7,300,000 fl.; of fresh vegetables, from 18,732,000 fl. to 16,452,000 fl.; of potatoes, from 2,900,000 fl. to 800,000 fl.; of beet sugar and refined sugar, from 1,600,000 fl. and 15,579,000 fl. to 400,000 fl. and 2,296,000 fl. respectively.

Imports from the United Kingdom have shown a slight increase: 257,600,336 fl. against 252,491,902 fl. in 1928. Decreases were shown in the following: Vegetable oils and fats, vessels and aircraft, hides and skins, wool, tinware and tinplate. Increases were recorded in refined petroleum; coal, coke, and briquettes; iron and steel manufactures; machine tools, agricultural implements, power equipment and hand tools.

TRADE WITH FRANCE

Imports from France in 1929 totalled 113,880,951 fl. against 121,862,132 fl. in 1928 and exports 123,417,768 fl. against 122,520,628 fl.

The exchanges between Holland and France are largely confined to about forty commodities. Coal, coke, and briquettes are the principal exports, followed by cheese, machine tools, agricultural implements, power equipment and hand tools, and hides and skins, these items accounting for nearly 50 per cent of the total. The leading imports from France are yarns, textiles, machine tools, agricultural implements, power equipment and hand tools, chemical products, and iron and steel manufactures, these together covering nearly 50 per cent of the trade.

DUTCH EAST INDIES

The trade of the Dutch East Indies is a very important one. Dutch capital is employed in the exploitation of these colonies and many of the goods which are imported from them are destined for re-exportation, either in their original form or after processing or manufacture.

In 1928 imports were valued at 140,636,290 fl. as against 146,542,611 fl. in 1929, and exports at 182,114,754 fl. as against 187,327,268 fl. Gold shipments between Holland and the Indies are quite heavy, with the greatest volume moving from Holland. The excess of exports of gold over imports as between Holland and her possessions was in 1928 6,095,199 fl. and in the past year 6,468,759 fl., which makes the balance of trade in favour of the mother country not quite so great.

There was an increase in the imports of various vegetable products such as rough rice. Imports of raw Java sugar (practically nil in 1928) amounted to 3,900,000 fl., whereas the imports of refined sugar decreased from 4,300,000 fl. to 1,900,000 fl. Due to the partial crop failures, there was a smaller exportable surplus of maize, and as a result the importations into Holland decreased by 2,000,000 fl. to 8,300,000 fl. Copra, coffee, and tea also showed decreases of about 2,000,000 fl. each.

On the export side tools and weapons increased and dry goods, vehicles, and vessels and aircraft decreased, whilst iron, steel, and manufactures thereof remained on practically the same level.

TRADE WITH THE UNITED STATES

In total trade with Holland the United States ranks fourth. In 1929 imports from the United States were valued at 272,160,877 fl. as against 285,880,710 fl. in 1928. Exports amounted to 70,844,198 fl. in 1929 as against 69,025,987 in 1928. This leaves Holland with an unfavourable balance of trade

with the United States of 201,316,679 fl., which is exceeded only by Germany with a balance of 300,000,000 fl. in her favour.

Trade with the United States is extremely varied, and includes not only raw materials but a large range of manufactured and semi-manufactured goods. Raw cotton is the most important single item in the imports, and is closely followed by wheat, wheat flour, and cattle foods. Automobiles and vehicles are also of importance.

The exports to the United States are of comparatively little importance. Flowers and flower bulbs form the most important item, in which a considerable decrease in value was recorded last year. The other principal items are yarns, hides, skins and leather, and rope.

The following figures give the weights and values of the principal imports during the past two years:—

	1928		1929	
	Tons	1,000 Fl.	Tons	1,000 Fl.
Animal fats	18,703	9,947	17,464	9,082
Wheat	125,512	15,724	128,786	15,122
Maize	108,451	11,893	189,495	19,769
Rye	22,045	2,846	3,302	377
Barley	94,490	10,404	58,937	5,455
Seeds	316	182	241	196
Raw cotton	34,582	40,715	37,724	42,135
Cattlefeed	149,210	19,877	195,632	26,433
Wheat flour	122,236	22,224	86,695	14,268
Petroleum	169,106	11,217	162,273	11,292
Benzine	125,686	13,709	151,750	18,420
Wood for carpentry	79,047	6,466	83,926	6,766
Hides and skins	863	1,263	502	748
Unmanufactured tobacco	11,510	11,922	11,174	12,260
Vehicles	11,821	16,060	9,577	15,140
Implements	4,360	8,015	5,039	9,736
Mnfrs. of caoutchouc and rubber	1,807	4,436	1,534	3,532
Total of all products.	1,387,041	285,881	1,416,422	272,161

CANADIAN TRADE WITH THE NETHERLANDS

Canadian statistics give the total exports to Holland for the year ending December, 1929, as \$20,960,183 as against \$48,430,287 in 1928. A considerable portion of this decrease is accounted for by the smaller shipments of wheat, rye, barley, and oats, the total of which is 17,013,000 fl. less than in the previous year. Other decreases are in living animals, lead ingots, asbestos, and wheat flour. The value of exports of fish meal also declined, although the quantity slightly increased. Figures following give the weights and values of the major imports from Canada in 1928 and 1929:—

	1928		1929	
	Tons	1,000 Fl.	Tons	1,000 Fl.
Living animals	2	89	....	38
Talc and technical fats	195	101	221	109
Honey	306	97	205	76
Meatmeal . . . . .	....	....	148	44
Fishmeal	2,170	447	2,245	428
Wheat	195,285	24,165	102,016	11,648
Maize . . . . .	....	....	11,357	1,209
Rye	28,971	3,622	11,747	1,213
Barley	128,811	12,549	142,773	12,584
Oats	30,730	3,576	14,984	1,454
Buckwheat . . . . .	....	....	798	102
Apples . . . . .	....	....	130	33
Linseed cake	2,146	300	2,484	349
Lead in blocks	3,160	840	1,300	370
Asbestos	374	106	156	44
Wheatflour	13,791	2,389	7,815	1,206
Flour, other . . . . .	....	....	411	21
Oatmeal	374	106	833	220
Oil	455	152	1,170	397
Oregon pine . . . . .	....	....	2,126	100
Building materials . . . . .	....	....	448	99
Fish n.o.s.	89	50	110	66
Automobile tires . . . . .	....	....	15,294	428
			(units)	

In considering the import figures from both Canada and the United States it is necessary to bear in mind that considerable quantities are imported into Holland from Canada via United States ports, and, as certificates of origin are unnecessary for goods coming into Holland, these are credited to the United States in the statistics. It must also be borne in mind that Holland is a large centre for entrepôt trade with the Rhine valley and Switzerland and that much of the material that is shipped to Holland passes through to the hinterland and does not appear in the Dutch import figures.

EXPORTS FROM HOLLAND

According to the Canadian returns, a slight increase has been shown in the imports into Canada from Holland, from \$8,982,262 in 1928 to \$9,792,401 in 1929. The following from the Dutch statistics are the most important articles exported to Canada during the past two years:—

	1928		1929	
	Tons	1,000 Fl.	Tons	1,000 Fl.
Herrings	601	134	912	190
Raw and semi-mnfd. goods of animal origin . . . . .	....	....	23	22
Manufactures of animal origin . . . . .	....	....	220	50
Rice	1,002	217	513	78
Strawberry pulp	219	117	32	26
Sauerkraut . . . . .	....	....	372	55
Canned vegetables . . . . .	....	....	198	77
Bulbs	1,777	1,773	1,424	1,701
Plants, etc.	968	511	1,031	583
Potato flour	1,618	278	1,689	235
Paints and colours	4,732	1,109	4,209	950
Cocoa butter	1,271	2,170	2,347	3,164
Artificial silk yarns	711	2,799	859	2,845
Cordage	134	103	6,179	3,716
Buckskin	14	169	22	238
Fabrics, other	49	364	77	521
Velvet	41	152	33	134
Cocoa	620	176	351	113
Gin	658	642	654	559
Motors	119	159	93	104
Pictures	6	117	5	114

IMPORT TRADE OF BRAZIL IN 1929

A. S. BLEAKNEY, CANADIAN TRADE COMMISSIONER

Rio de Janeiro, March 18, 1930.—The unusual length of time required for commercial depressions to become reflected in import statistics is characteristic of Brazil. In the present situation this appears to be due to the nature of the leading imports. Automobiles being usually sold on a yearly contract basis, their statistical movement responds slowly to depressions. Machinery is generally ordered on long deliveries, especially when made to order, which is largely the case for Brazil. Steel, for the most part fabricated abroad, is also a slow-delivery product: six to eight months from date of order to date of customs clearance is not unusual. Delays in the customs house caused by technical errors in papers also extend the period of deliveries.

The figures for 1929 have therefore to be considered with this in mind, as the indications of a major drop in imports are only now appearing. For example, in the *Diario Oficial* of March 11, 1930, the customs receipts at Rio de Janeiro for the period January 2 to March 10, 1930, dropped to 69,497 contos from 95,186 contos for the same period of 1929, or roughly 25 per cent; and for the period March 1 to 10, 5,126 contos against 17,600 last year. While the deduction to be drawn from this latter ten-day period is not conclusive, there is evidence of a very sharp drop in imports which is about to be reflected in the

1930 statistics. This contraction of business presumably occurred about the middle of 1929 in the period under review. According to advance figures kindly furnished by the Brazilian Bureau of Statistics, imports in 1929 were valued at £86,655,000 as against £90,669,000 in 1928. The import movement in 1929 showed a progressive decline by quarters. The figures were: first quarter, £22,777,000; second quarter, £22,135,000; third quarter, £21,489,000; fourth quarter, £20,252,000. The fourth quarter of 1928 showed imports valued at £25,392,000, so that the last three months of 1929 were slightly over £5,000,000 below the volume in the same period of 1928.

MOVEMENT OF PRINCIPAL CLASSES OF IMPORTS

RAW MATERIALS

Figures are only available for nine months covering the above classes. There was a drop in the total value of raw materials imported of £636,000 as compared with 1928. The figures are as follows:—

<i>Increases</i>				
	Patent Fuel, Coal and Coke	Iron and Steel	Cement	Lumber and Timber
	Values in £1,000 Sterling			
1929	2,628	1,088	1,146	517
1928	2,356	860	1,056	463
	+332	+148	+96	+54
<i>Decreases</i>				
	Miscellaneous	Wool	Skins and Hides	Jute
	Values in £1,000 Sterling			
1928	6,254	1,137	857	802
1929	5,658	763	598	765
	-596	-374	-259	-37

The increase in coal consumption would appear to represent a normal expansion, imports being usually on a contract basis for public utility, railway, and steamship use. Factories nearly all use hydro-electric power. The increase in cement is due to the boom in building which took place during the greater part of 1929. Increases in raw iron and steel were probably stimulated by fear of a fall in the exchange which would give rise to enhanced prices. The increase in lumber is small and was stimulated by building. (Building is usually encouraged in Brazil during bad times, firms putting their money into construction because of the added security.)

The heavy drop in miscellaneous imports is of interest as showing that the increases are due to heavy imports of special lines, but that all sorts of small importers are cutting down supplies. Skins and hides were affected by the depression in the boot and shoe trade, where there have been several failures. The wool-weaving trade has also suffered, whereas the jute bag industry was slowed up by the restriction on coffee exports.

MANUFACTURED GOODS

For the nine months' period manufactured goods were imported to the total value of £40,864,000 as against £37,284,000 in 1928. The principal gains are shown below in order of importance:—

	Motor Cars	Machinery, Tools, etc.	Other Vehicles	Gasoline	Iron and Steel
	Figures in £1,000 Sterling				
1929	5,235	9,815	1,648	2,586	5,581
1928	3,590	8,504	1,031	2,081	5,133
	+1,645	+1,311	+617	+505	+448

IMPORTS OF MANUFACTURED GOODS—*Concluded*

	Rubber	Earthenware, Copper Porcelain, and Porcelain, etc.	Alloys	Fuel Oil	Kerosene
		Figures in £1,000 Sterling			
1929	1,053	913	715	611	989
1928	755	785	550	564	958
	+298	+128	+165	+47	+31

The following showed decreases:—

	Cotton Piece Goods	Miscellaneous	Chemicals, Drugs	Linen
	Figures in £1,000 Sterling			
1928	3,232	5,178	1,727	536
1929	2,403	4,665	1,540	508
	—829	—513	—187	—28

	Cotton not Piece Goods	Wool	Paper and manf. of	
	Figures in £1,000 Sterling			
1928	462	851	1,347	...
1929	444	836	1,322	...
	—18	—15	—15	...

It is evident that the total increase was largely attributable to (1) motor cars; (2) machinery; (3) rolling stock (other vehicles); (4) gasoline; (5) iron and steel; and (6) rubber goods, and that much of this material is handled on long delivery or yearly sales contracts.

Of the items showing declines, cotton piece goods were affected in the latter part of the year by abnormal importations in anticipation of the new tariff that became effective in April, and by over-production in Brazil. The slump in chemicals is probably the result of the textile depression, as this is the greatest manufacturing industry in Brazil and is a large consumer of chemicals. The declines in the remaining items are small.

FOODSTUFFS

Imports of foodstuffs in the January-to-September period of 1929 showed a decrease of £1,810,000 on the value of £14,084,000 shown in the corresponding period last year. The principal food products showing a decreased market were as follows:—

	Wheat Flour	Olive Oil	Wheat	Beverages	Miscel- laneous	Codfish
	Figures in £1,000 Sterling					
1928.. .. .	2,572	771	5,982	1,209	1,328	1,434
1929.. .. .	1,912	316	5,560	1,083	1,210	1,366
	—660	—455	—422	—126	—118	—68

The feature of this drop is the decline in bread consumption. Increased national production of wheat, which was recently only 5 per cent of requirements, cannot account for the total decrease of £1,082,000 in imports of wheat and flour, as this decline is something over 12 per cent. The decline of 59 per cent in olive oil—a product that is highly regarded in this country and is a standard article of food—is not so significant as it would appear, as imports in 1928 were unusually high and the 1929 figure represents a fall of only 20 per cent from that of 1927. Nevertheless the contractions in bread and olive oil are indications of the consumer trend.

There were no increases under this heading of any significance except in the case of potatoes, which was caused by local crop conditions.

IMPORTS BY STATES

The following states showed the biggest drop in imports during the period:

	Rio de Janeiro	Bahia	Pará	Amazonas	Piauhy	Espirito Santo
	Figures in £1,000 Sterling					
1928..	26,148	2,092	975	266	87	204
1929..	23,597	1,924	864	236	69	194
	<u>-2,551</u>	<u>-168</u>	<u>-111</u>	<u>-30</u>	<u>-18</u>	<u>-10</u>

Rio de Janeiro showed the effect of the crisis most, probably due to the greater intensity of the political campaign in the capital, while Pará and Bahia were also affected. In Bahia the cocoa crop was 230,000 bags lower than last year, while in Pará the weakening in rubber prices towards the end of the year and the depression in cocoa and in Brazil nuts was also felt. In the other states showing losses these were not very important.

States showing an increased import movement were headed by São Paulo, the effect of the break in coffee not being reflected so far in statistics.

	São Paulo	Pernambuco	Rio Grande do Sul	Paraná
	Figures in £1,000 Sterling			
1929..	27,272	3,909	4,996	616
1928..	25,787	2,892	4,029	390
	<u>+1,485</u>	<u>+1,017</u>	<u>+967</u>	<u>+226</u>

	Parahyba	Ceará	Rio Grande do Norte	Sta. Catharina
	Figures in £1,000 Sterling			
1929..	440	558	200	531
1928..	303	460	184	515
	<u>+137</u>	<u>+98</u>	<u>+16</u>	<u>+16</u>

No comment is necessary on these increases, their nature having already been explained.

SPANISH WHEAT GROWERS' DIFFICULTIES

A. B. MUDDIMAN, CANADIAN TRADE COMMISSIONER

Milan, March 8, 1930.—Considerable depression at present exists in the wheat-growing industry in Spain, and every effort is being made, owing to an agitation on the part of the Castilian wheat growers, to restrict foreign importations. This depression is only one phase of the present general economic difficulties in Spain. The fall in the value of her currency, and the over-production of olive oil owing to bountiful crops, are other adverse factors. This would, however, seem to be nothing beyond a temporary difficulty. As Canadian exporters of wheat are interested in the Spanish wheat market, the following notes should prove of interest to them:—

During 1928, the Spanish wheat crop was the poorest for twenty years, and very heavy imports were made. The effect of these imports was heavily felt by domestic growers during 1929, so much so that the Castilian growers complain that seaboard millers, as foreign grown wheat can be delivered cheaper there than inland Spanish-grown, have endeavoured to evade the law obliging them to grind a mixture of which 75 per cent must be Spanish-grown wheat.

Looking forward to a good crop this year, owing to the ample snowfall (which is generally a sign in Castile of a good wheat crop) they have asked the Government to prohibit altogether the import of foreign grain.

In view of this, the Spanish Ministry of National Economy published a statement in the *Gaceta de Madrid* of February 25, to the effect that the amount

of customs duty on wheat added to the cost of freight and discharge established *de facto* a prohibitory regime. However, the authority for granting a reduction of part of the customs duties by means of Government resolutions resulted in an influx of foreign wheat reaching a total of 766,566 tons up to the end of July last. Since then no fresh drawbacks have been conceded and this naturally prevented imports.

The Ministry of National Economy has drafted a royal order by which the collection of customs duty on wheat of 14 gold pesetas (\$2.60) per 100 kg. (220 pounds) under the Spanish second tariff (applicable to Canada), and the transitory surcharge of 7 gold pesetas (\$1.35), established by royal decree of September 13, 1926, is to be strictly enforced, no fresh drawbacks being granted by the Government. The proposed royal order also provides for the most exact fulfilment of the regulations relating to the control of prices of wheat and flour, and also of the regime governing the grinding of mixtures of foreign and national wheats in the proportion of 25 per cent and 75 per cent respectively.

GERMAN TARIFF CHANGES

L. D. WILGESS, CANADIAN TRADE COMMISSIONER

[1 reichsmark (R.M.) = \$0.238; 100 kilograms (kg.) = 220 pounds]

Hamburg, March 29, 1930.—Further changes in the German duties on wheat, oats, barley, malt, potatoes, flour, bran, and sugar, and the introduction of a monopoly for the importation of corn were provided for by a series of tariff laws passed by the Reichstag, ratified by the Reichsrat and duly signed and promulgated on March 26, 1930. Particulars regarding those tariff changes which are of most interest to Canadian trade are given herewith:—

INCREASE IN THE WHEAT DUTY

The law regarding tariff changes of December 22, 1929, which came into force on December 31, 1929, and which was reviewed in *Commercial Intelligence Journal* No. 1357 (February 1), introduced variable duties on wheat and spelt according to the price of wheat within the range of R.M.3.50 to R.M.9.50 per 100 kg. A price of R.M.260 per metric ton (2,204 pounds) was to rule as the standard or average price for wheat. The effect of the new law is to increase the variable duties on wheat and spelt to the range of R.M.1.50 to R.M.12 per 100 kg., but this change is only to be effective up to December 31, 1930. The note to tariff item No. 2, applicable to wheat and spelt, now reads as follows:—

When the development of the wheat price requires it, the Government shall reduce the customs duty on wheat and spelt down to the amount of R.M.1.50 per 100 kg. or increase it up to the amount of R.M.12 per 100 kg. For this purpose a price of R.M.260 per metric ton is to rule as the average price. The necessity for a change of the customs duty is to be examined at the latest after the expiration of a period of three months; the first examination ensues on the basis of the development of average prices from January 15 to March 15, 1930.

On the basis of the above law, the Government issued a decree on March 26 increasing the duty on wheat and spelt from R.M.9.50 to R.M.12, with effect from March 27, 1930.

Article 2 of the Law of March 26, 1930, empowers the Government up to December 31, 1930, to increase the duty on wheat beyond the amount of R.M.12 per 100 kg., if the prices on the world market should fall 40 per cent or more below the level of March 18, 1930.

INCREASED DUTY ON FLOUR

The law of December 22, 1929, fixed the duty on "flour, also roasted or baked, of grain with the exception of oats and barley," at one and a half times the duty on wheat plus a protection span of R.M.4.25 per 100 kg. The effect of the new tariff law is to increase the protection span to R.M.5.25 per 100 kg. The law embodying the change in the flour duty came into effect on March 29, 1930, on which date the duty was increased from R.M.18.50 to R.M.23.25 per 100 kg.

VARIABLE DUTIES ON OATS

With respect to the duty on oats, one of the tariff laws of March 26, 1930, provides for the following note to tariff item No. 4, applicable to oats: "When the development of the economic situation requires it, the Government shall reduce the customs duty down to the amount of R.M.4 per 100 kg. or increase it up to the amount of R.M.12 per 100 kg."

This note to the tariff item is only to be effective until December 31, 1930. It introduces variable duties in place of the fixed duty of R.M.8 per 100 kg., established by the tariff law of December 22, 1929. By a decree issued on March 26, 1930, the Government increased the duty on oats to R.M.12 per 100 kg., with effect from March 27, 1930.

CHANGES IN THE DUTY ON BARLEY

With respect to the duty on barley, a tariff law of March 26, 1930, provides that with effect until December 31, 1930, the note to tariff item No. 3, applicable to barley, will read as follows:—

When the development of the economic situation requires it, the Government shall reduce the customs duty down to the amount of R.M.2 per 100 kg. or increase it up to the amount of R.M.10 per 100 kg. The Government can further reduce the customs duty on barley for animal feeding under customs control upon proof of the obtaining of certain quantities of specially marked rye down to the amount of R.M.2 per 100 kg.

The tariff law of December 22, 1929, had increased the duty on industrial barley to R.M.9 per 100 kg., and the duty on feeding barley imported under customs control to R.M.5 per 100 kg., the latter duty only applying during the year 1930. The new law introduces variable duties on barley, but empowers the Government to permit users of certain quantities of specially marked domestic rye to import feeding barley at the reduced duty of R.M.2 per 100 kg.

By a decree of March 26, 1930, the Government have fixed the duty on barley at R.M. 10 per 100 kg., with effect from March 27, 1930. Since no provision has yet been made for the importation of feeding barley at the reduced rate of duty, the above duty is at present applicable to all kinds of barley.

DUTY ON BRAN

Tariff item No. 192, applicable to bran, which was formerly free of duty, has been altered as follows:—

Wheat bran, with certificates of purity which are recognized by the Government	Free
Other bran	Half the duty on rye

Since the duty on rye is at present R.M.9 per 100 kg., the new duty on bran is R.M.4.50 per 100 kg., effective from March 29, 1930. The Government is now in communication with the Governments of exporting countries with respect to the purity certificates which can be recognized for duty-free imports of wheat bran. Until this question is decided wheat bran can only be imported free of duty in exceptional circumstances on the authority of the Minister of Finance.

PURPOSE OF THE NEW DUTIES

The avowed purpose of the new tariff changes, following so close upon the changes of last December, is to relieve the agricultural crisis. This crisis most acutely affects the rye producers of Eastern Germany. It is hoped to find an outlet for the large surplus of rye by stimulating consumption of this grain and in this manner bringing about an increase in prices. The higher duty on wheat is intended to promote a greater consumption of rye bread during the present year. In the same manner the changes in the barley duty are intended to promote the use of greater quantities of rye for animal feeding, but the interests of hog raisers are protected by the provision to permit users of rye for feeding purposes to secure feeding barley imported at the reduced rate of duty.

DIRECT SHIPMENT FOR OBTAINING PREFERENCE IN JAMAICA

The Colonial Secretary's Office, Jamaica, has communicated with the Department of External Affairs, Canada, giving notice under Article VII of the Canada-West Indies Trade Agreement of 1925 that the preferential tariff on Canadian goods entering Jamaica will, after September 30, 1930, apply only to goods entering the colony by direct shipment from Canadian ports. The article in question states that the Government of any of the colonies included in the agreement, on giving six months' notice, may provide that to be entitled to the tariff preferences granted in the agreement the products of Canada shall be conveyed without transshipment by ship direct from a Canadian port or by way of one of the other colonies entitled to the advantages of the agreement. Already under this article products of the colonies which are given tariff advantages by Canada are to be conveyed without transshipment by ship direct into a sea or river port of Canada, transshipment being permitted at a port of any of the colonies.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT KINGSTON, BELLEVILLE, PETERBOROUGH, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.); AND THE MARITIME PROVINCES TRADE COMMISSION, TORONTO.

Canadian exporters should, for follow-up purposes, send a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which it emanated.

Foodstuffs

361. FOODSTUFFS IN PACKAGES.—A Bergen firm of agents wish to represent a Canadian exporter of different foodstuffs in packages.

362. POWDERED MILK.—A Brussels firm wish to hear from Canadian exporters of powdered milk for the manufacture of ice-cream. Prices should be c.i.f. Antwerp.

363. BUTTERMILK.—Italian agent in Milan desires immediate connection with firms shipping buttermilk and who are willing to ship direct from Canada in English cwt's.

364. EVAPORATED APPLES.—A Copenhagen firm of agents wish to represent a Canadian exporter of evaporated apples.

365. DRIED FRUITS.—Antwerp importer desires to represent Canadian exporters of dried fruits. Prices should be c.i.f. Antwerp.

366. CANNED FRUIT AND VEGETABLES.—A Bergen firm of agents wish to represent a Canadian exporter of canned fruits and vegetables.

367. CANNED LOBSTER.—A Copenhagen firm of agents wish to represent a Canadian exporter of canned lobster.

368. CANNED SALMON.—Rotterdam agents wish to establish connections on an agency basis with Canadian exporters of canned salmon.

369. CODFISH.—A commission agent in Guantanamo, Cuba, desires to represent a Canadian exporter of dried codfish on a commission basis only.

370. PRESERVED FISH.—An Antwerp importer wishes to represent Canadian exporters of preserved fish: salmon, lobster, and sardines. Prices should be c.i.f. Antwerp.

371. FROZEN MEAT.—Genoa firm are seeking connections with Canadian exporters.

372. POTATOES.—A commission agent in Guantanamo, Cuba, desires to represent a Canadian exporter of potatoes on a commission basis only.

373 and 374. FLOUR.—Two Oslo firms of agents wish to represent Canadian flour mills.

375 and 376. GRAIN.—Two Oslo firms of agents wish to represent Canadian exporters of grain.

Miscellaneous

377 SAUSAGE CASINGS (HORSE).—An Oslo firm of agents wish to establish connection with a Canadian exporter of sausage casings (horse).

378. SAUSAGE CASINGS (CATTLE AND SHEEP).—A Stockholm agent wishes to establish connection with a Canadian exporter of sausage casings.

379. FISHMEAL.—Rotterdam importer desires samples, analysis, and quotations, preferably c.i.f. Rotterdam, on white fishmeal.

380. FISHMEAL.—A firm of importers in Hamburg, Germany, would like to get in touch with Canadian exporters of pilchard meal.

381. WOODEN SPOONS.—A Brussels firm desire c.i.f. Antwerp quotations on wooden spoons for ice-cream.

382. MAPLE DOWELS.—A firm of timber merchants in the Midlands are open to purchase prime-quality maple dowels as per specification on file at the Department. The quantities desired in the various sizes amount to about 140,000 dowels. Canadian manufacturers should immediately quote c.i.f. United Kingdom port, preferably in sterling.

383. ROCK ELM LOGS.—A Liverpool firm of timber brokers, with offices also in London, and with considerable experience in the marketing of rock elm logs, are open to hear from any Canadian exporters in a position to compete for this business who are not already represented in this market, with a view to acting as agents for the United Kingdom.

384. EXCELSIOR.—Liverpool firm specializing in the distribution of excelsior or woodwool imported from Northern and Central Europe would be interested in having samples and c.i.f. prices from Canadian firms.

385. EXCELSIOR.—A Liverpool firm specializing in the distribution of excelsior or woolwool, who claim extensive connections for the disposal of this material, are open to receive samples and c.i.f. United Kingdom port prices from Canadian firms.

386. TOILET PAPER.—A commission agent in Havana, Cuba, desires to represent Canadian exporters of toilet paper.

387. INCUBATORS.—A Lancashire organization with excellent facilities for local distribution of poultry supplies is open to consider particulars and delivered prices from Canadian manufacturers of incubators.

388. AUTOMOBILE ACCESSORIES.—A Copenhagen firm of agents wish to establish connection with a Canadian exporter of automobile accessories.

389. AUTOMOBILE SPOTLIGHTS.—Dutch automobile accessory dealer desires agency for spotlights.

390. FIRE EXTINGUISHING AND STREET CLEANING APPARATUS, ETC.—In view of forthcoming Government tenders, firm of commission agents in Athens, Greece, would like to receive illustrated catalogues and full specifications in connection with auto fire engines, water-carrying motor trucks for street sprinkling, motor street cleaners, and motor trucks equipped with pump for the cleaning of sumps and sewers. Quotations must be c.i.f. Piraeus.

391. METAL CADMIUM.—A Stockholm firm of agents wish to establish contact with Canadian exporter of metal cadmium.

392. MICA, CRUDE.—A Belgian firm desires to hear from Canadian exporters of mica. Quotations should be c.i.f. Antwerp.

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING APRIL 14

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending April 14, 1930, with the official bank rate. Quotations for the week ending April 7, 1930, are also given for the sake of comparison.

Country	Unit	Parity	Nominal Quotations in Montreal Week ending April 7	Nominal Quotations in Montreal Week ending April 14	Official Bank Rate
Austria	Schilling	.1407	\$.1425	\$.1425	6
Belgium	Belga	.1390	.1396	.1396	3½
Bulgaria	Lev	.0072	.0072	.0072	10
Czechoslovakia	Krone	. . . . .	.0296	.0296	5
Denmark	Krone	.2680	.2679	.2678	4½
Finland	Markka	.0252	.0252	.0252	7
France	Franc	.0392	.0392	.0391	3
Germany	Reichsmark	.2382	.2388	.2386	5
Great Britain	Pound	4.8666	4.8672	4.8645	3½
Greece	Drachma	.0130	.0130	.0130	9
Holland	Guilder	.4020	.4018	.4019	3
Hungary	Pengo	.1749	.1750	.1750	6
Italy	Lira	.0526	.0524	.0524	6½
Jugo-Slavia	Dinar	.1930	.0177	.0177	6
Norway	Krone	.2680	.2679	.2678	4½
Portugal	Escudo	1.0805	.0450	.0450	8
Roumania	Leu	.0060	.0060	.0060	9
Spain	Peseta	. . . . .	.1250	.1247	5½
Sweden	Krona	.2680	.2690	.2689	3½
Switzerland	Franc	.1930	.1939	.1938	3
United States	Dollar	1.00	1.0004	1.0015	3½
Argentina	Peso (Paper)	.4244	.3951	.3950	—
Brazil	Milreis	.1196	.1175	.1175	—
Chile	Peso	.1217	.1210	.1210	6
Colombia	Peso	.9733	.9679	.9676	9
Mexico	Peso	.4985	.4762	.4764	6-7
Peru	Sol	.40	.4001	.4001	7
Venezuela	Bolivar	.1930	.1925	.1925	—
Uruguay	Peso	1.0342	.9229	.9426	—
Cuba	Peso	1.0000	.9992	.9375	—
Java	Guilder	.4020	.4026	.4025	4½
Shanghai	Tael	. . . . .	.4714	.4725	—
India	Rupee	.3650	.3645	.3643	6
Japan	Yen	.4985	.4952	.4940	5.48
Siam	Baht (Tical)	.4424	.4527	.4525	—
Straits Settlements	Dollar	.5678	.5620	.5618	—
Jamaica	Pound	4.8666	4.8672	4.8632	—
Hongkong	Mex. Dollar	. . . . .	.3746	.3745	—
British Guiana . . . . .	\$	. . . . .	. . . . .	. . . . .	—
Barbados	\$	1.0000	1.00 ³ / ₈ —1.01 ⁷ / ₈	1.00 ⁴¹ / ₆₄ —1.01 ⁵⁷ / ₆₄	—
Trinidad . . . . .	\$	. . . . .	. . . . .	. . . . .	—
Other British West Indies	\$	1.0000	1.00 ⁵ / ₈ —1.01 ⁷ / ₈	1.00 ⁴⁹ / ₆₄ —1.01 ⁴⁹ / ₆₄	—
Martinique	Franc	.0392	.0392	.0392	—
Guadeloupe	Franc	.0392	.0392	.0392	—

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From St. John

To LIVERPOOL.—Duchess of Atholl, Canadian Pacific, April 25.

To SOUTHAMPTON.—Montrose, Canadian Pacific, April 23.

To ANTWERP.—York County, County Line, April 26.

To ROTTERDAM.—York County, County Line, April 26.

To PORT SAID, SUEZ, PORT SUDAN, ADEN, MOMBASA (KILINDINI), TANGA, DAR-ES-SALAAM, RANGOON AND CALCUTTA.—City of Kobe, April 27; City of Guildford, May 23—both American and Indian SS.

To SOUTH AFRICAN PORTS.—Bompata, Elder Dempster Line, April 20 (also calls at West African ports).

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Lady Nelson, Canadian National, April 24.

To ST. PIERRE-MIQUELON AND ST. JOHN'S, Nfld.—Sollund, Newfoundland-Canada SS. Ltd., May 21.

From Montreal

To ANTWERP.—Metagama, May 8; Beaverford, May 9; Montrose, May 22; Beavercdale, May 23—all Canadian Pacific; Peel County, May 9; Grey County, May 20—both County Line.

To AVONMOUTH.—Salacia, May 2; Kastalia, May 16—both Anchor-Donaldson; Nubian, Dominion Line, May 31.

To BELFAST AND DUBLIN.—Melmore Head, Head Line, May 20 (cargo accepted for Londonderry and Cork).

To CARDIFF.—Kastalia, Anchor-Donaldson, May 16.

To GLASGOW.—Minnedosa, May 3 and 28; Melita, May 17—both Canadian Pacific; Athenia, May 2 and 30; Letitia, May 15—both Anchor-Donaldson.

To HULL.—Cairngowan, Thomson Line, May 6.

To LIVERPOOL.—Duchess of Richmond, May 2 and 30; Duchess of Bedford, May 9; Duchess of York, May 16; Duchess of Atholl, May 23—all Canadian Pacific; Andania, April 26 and May 23; Antonia, May 9—both Cunard Line; Laurentic, May 3 and 31; Doric, May 10; Albertic, May 24—all White Star Line.

To LONDON.—Beaverhill, May 2; Beaverford, May 9; Beaverburn, May 16; Beavercdale, May 23; Beaverbrae, May 30—all Canadian Pacific; Ascania, May 2 and 30; Alaunia, May 9; Ausonia, May 15; Auranis, May 23—all Cunard Line; Calgaric, May 2 and 30; Megantic, May 16—both White Star Line.

To MANCHESTER.—Manchester Brigade, May 8; Manchester Producer, May 15; Manchester Commerce, May 22; Manchester Citizen, May 29—all Manchester Line.

To NEWCASTLE AND LEITH.—Cairnesk, May 9; a steamer, May 16, 23 and 30—all Cairn-Thomson Line.

To SOUTHAMPTON.—Montelare, May 1 and 29; Montcalm, May 15—both Canadian Pacific; Calgaric, May 2 and 30; Megantic, May 16—both White Star Line.

To SWANSEA.—Salacia, May 2; Kastalia, May 16—both Anchor-Donaldson; Nubian, Dominion Line, May 31.

To BORDEAUX.—Laval County, County Line, May 5.

To HAVRE.—Laval County, May 5; Grey County, May 20—both County Line.

To ITALIAN PORTS.—Valperga, May 10; Valprato, May 15—both Lloyd Mediterraneo Italian Service.

To HAMBURG.—Montclare, May 1 and 29; Beaverhill, May 2; Montcalm, May 15; Beaverburn, May 16; Beaverbrae, May 30—all Canadian Pacific; Kings County, May 2; Kent County, May 16; a steamer, May 30—all County-Hamburg American Line; Crefeld, North German Lloyd, May 24.

To BREMEN.—Crefeld, North German Lloyd, May 24.

To ROTTERDAM.—Elgin County, May 7; Labelle County, May 22—both County Line.

To COPENHAGEN AND BALTIC PORTS.—Gorm, Scandinavian-American Line, May 20.

To BERMUDA, SANTO DOMINGO, PORTO RICO, ST. KITTS, ANTIGUA, GUADELOUPE, MARTINIQUE, BARBADOS, GRENADA, TRINIDAD AND DEMERARA.—Chomedy, May 3; Champlain, May 17; Colborne, May 31—all Canadian National.

To HAMILTON, NASSAU, KINGSTON AND BELIZE.—Lady Somers, May 9; Cathcart (freight to Kingston only), May 16; Lady Rodney, May 23; Cavelier (freight to Kingston only), May 30—all Canadian National.

To BERMUDA, ST. KITTS, ANTIGUA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD, DEMERARA AND PARAMARIBO.—A steamer, May 2; Spica, May 16; Tryifjord, May 30—all Ocean Dominion SS. Corp.

To AUSTRALIAN PORTS.—Rio Blanco, New Zealand SS., May 15 (also calls at Geelong); Canadian Scottish, Canadian National, May 30.

To NEW ZEALAND PORTS.—Canadian Challenger, Canadian National, May 23.

To SOUTH AFRICAN PORTS.—Fantee, May 10; Calgary (also calls at West African ports), May 25—both Elder Dempster Line.

To SOUTH AMERICAN PORTS.—Canadian Skirmisher, Canadian National, May 20.

To ST. JOHN'S, Nfld.—A steamer, Farquhar Line, April 25 and May 9 (also calls at St. Pierre); Cabot Tower, April 25; a steamer, May 7—both Newfoundland-Canada SS. Ltd.; Imogene, May 2; Rosalind, May 9—both Furness-Red Cross Line (also calls at Charlottetown).

To CORNERBROOK, Nfld.—North Voyageur, May 5 and 19; New Northland, May 14 and 28—both Clarke SS. Co.

From Charlottetown

To ST. PIERRE-MIQUELON AND ST. JOHN'S, Nfld.—Sollund, Newfoundland-Canada SS. Ltd., May 3 and 26.

From Quebec

To SOUTHAMPTON.—Empress of Scotland, May 3 and 28; Empress of France, May 14; Empress of Australia, May 21—all Canadian Pacific.

From Halifax

TO LIVERPOOL.—Nova Scotia, Furness Line, April 29; Albertic, White Star Line, April 21.
TO LONDON.—Missouri, White Star Line, April 30.
TO MANCHESTER.—Manchester Exporter, Manchester Line, April 21.
TO ST. JOHN'S, Nfld.—Farnorth, April 25 (also calls at North Sydney); Sambro, May 2—both Farquhar SS.; Nova Scotia, Furness Line, April 29; Sollund (also calls at Newfoundland outports), Newfoundland-Canada SS., May 1 and 24.
TO ST. PIERRE-MIQUELON.—Farnorth, April 25; Fernfield, April 29—both Farquhar SS.; Sollund, Newfoundland-Canada SS. Ltd., May 1 and 24.
TO BERMUDA, ST. KITTS, ANTIGUA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD, DEMERARA AND PARAMARIBO.—Spica, April 24 and May 22; a steamer, May 8—both Ocean Dominion.
TO HAMILTON, BERMUDA; NASSAU, BAHAMAS; KINGSTON, JAMAICA; AND BELIZE, BRITISH HONDURAS.—Lady Rodney, April 26; Cathcart, May 19; Cavelier, June 2—all Canadian National.
TO ST. GEORGE (BERMUDA), PORTO RICO, ST. KITTS, ANTIGUA, GUADELOUPE, MARTINIQUE, BARBADOS, TRINIDAD AND DEMERARA.—Cornwallis, Canadian National, April 24 (also calls at St. Vincent, Grenada and Tobago).
TO SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Ottar, April 30; Caledonia, May 14—both Pickford & Black, Ltd.
TO BRISBANE, SYDNEY, MELBOURNE AND ADELAIDE.—Canadian Constructor, Canadian National, April 30.
TO AUCKLAND, WELLINGTON, LYTTELTON, TIMARU AND DUNEDIN.—Canadian Scottish, Canadian National, April 25 (also calls at Bluff).

From Vancouver

TO YOKOHAMA, KOBE, SHANGHAI, HONGKONG AND MANILA.—Empress of Russia, May 8; Empress of Asia, May 29—both Canadian Pacific.
TO YOKOHAMA, KOBE, MIKE AND HONGKONG.—Protesilaus April 22; Talthybius, May 13—both Blue Funnel.
TO YOKOHAMA, KOBE AND OSAKA.—London Maru, Osaka Shosen Kaisha, May 9.
TO YOKOHAMA, KOBE AND SHANGHAI.—Arabia Maru, April 25; Arizona Maru, May 9; Africa Maru, May 23—all Osaka Shosen Kaisha.
TO AUCKLAND, WELLINGTON, LYTTELTON AND DUNEDIN.—Golden West, Oceanic and Oriental Navigation Co., May 19.
TO HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Niagara, April 30; Aorangi, May 28—both Canadian-Australasian Line.
TO AUCKLAND, WELLINGTON, MELBOURNE AND SYDNEY.—Waitemata, Canadian-Australasian Line, May 6.
TO SYDNEY AND MELBOURNE.—Elmworth, Australian B.C. Shipping Co., Ltd., April 25 (also calls at Adelaide).
TO BRISBANE, SYDNEY, NEWCASTLE, MELBOURNE AND ADELAIDE.—Roxen, Transatlantic SS. Co. Ltd., May.
TO NAPIER, LYTTELTON, DUNEDIN, BLUFF AND NEW PLYMOUTH.—Waihemo, Canadian-Australasian Line, May 4.
TO MANCHESTER.—New Westminster City, Reardon Smith Line, April 26.
TO LIVERPOOL, SOUTHAMPTON, LONDON AND ROTTERDAM.—Loch Goil, April 24; Drechtdyk, May 8; Dinteldyk, May 22—all North Pacific Coast Line.
TO HAVRE, DUNKIRK, BORDEAUX AND ANTWERP.—Wyoming, May 2; Arizona, May 13—both French Line.
TO HAMBURG, BREMEN AND ANTWERP.—Portland, April 22; Los Angeles, May 15; Tacoma, May 26—all Hamburg-American Line; Kinderdyk, May 6; Moerdyk, about May 27—both North Pacific Coast Line (also call at Rotterdam).
TO BARCELONA, MARSEILLES, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Rialto, May 2; Fella, May 31—both Navigazione Libera Triestina.
TO SANTOS, RIO DE JANEIRO, BUENOS AIRES, MONTEVIDEO, ROSARIO AND SANTE FÉ.—Brimanger, May 6; Taranger, May—both Westfal-Larsen.
TO CAPETOWN, EAST LONDON, DURBAN AND LOURENCO MARQUES.—West Grama, B.C. Shipping Agencies Ltd., late May.
TO PUERTO COLOMBIA.—Point San Pablo, April 25 (also calls at Curacao and Kingston); Point Gorda, April 26—both Gulf Pacific Line.

Note—Firms who desire information concerning ocean mail services may have their names placed on the mailing list of the Post Office Weekly Bulletin by applying to the Post Office Department.

CANADIAN GOVERNMENT TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, B. Mitre 430, Buenos Aires. (Territory includes Chile and Uruguay.) *Cable Address, Canadian.*

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

Commercial Agent: B. Millin, The Royal Exchange, Sydney, N.S.W.

Belgium

Jean J. Guay, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.* (Territory includes Roumania, Bulgaria, Hungary.)

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Ed. Da "A Noite," Sala 802, Praca Maua. *Cables, Canadian.*

British West Indies

Trinidad: R. T. Young. Address for letters—P.O. Box 125, Port of Spain. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*

Jamaica: F. W. Fraser, P.O. Box 225, Kingston. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, the Bahamas and British Honduras.) *Cable Address, Canadian.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—Daily News Building, 17 The Bund, Shanghai. *Cables, Canadian.*

Cuba

James Cormack. Address for letters—Apartado 1945. Office Address: Calle Obrapia 35, Havana. Cuba. (Territory includes San Domingo and Porto Rico.) *Cable Address, Canadian.*

France

Hercule Barré, 3 rue Scribe, Paris (9). (Territory includes French Colonies in North Africa, Egypt, Palestine, Syria.) *Cable Address, Cancomac.*

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Canadian.* (Territory covers Germany—except the Rhine Valley—Czechoslovakia, Austria, Poland, Esthonia, Latvia, Lithuania and Soviet Russia.)

Greece

Henri Turcot, 8 Metropole Street, Athens. (Territory includes Turkey.) *Cable Address, Canadian.*

Hongkong

Paul Sykes. Address for letters—P.O. Box 80. Office—Exchange Building, Hongkong. Territory includes South China, the Philippines, and Indo-China. *Cables, Canadian.*

India and Ceylon

Richard Grew, P.O. Box 2003, office, 8 Esplanade Mansions, Government Place East, Calcutta. *Cable Address, Canadian.*

Irish Free State

J. H. English, 66 Upper O'Connell street, Dublin. *Cable Address, Canadian.*

Italy

A. B. Muddiman, Via Manzoni Nr. 5—Milan (102). *Cables, Canadian.* Territory includes Spain, Portugal, Gibraltar, Canary Islands, Malta, Italian Colony in Africa, Albania, Jugoslavia, and Cyprus.)

NOTE.—Bentley's Second Phrase Code is used by Canadian Trade Commissioners.

Japan

Tokyo: J. A. Langley, Commercial Secretary. Address for letters, P.O. Box F. 101, Tokyo Central. Office, Imperial Life Assurance Building, Marunouchi, Tokyo. *Cables, Canadian.*
Kobe: Acting Trade Commissioner. Address for letters, P.O. Box 230. Office, Chamber of Commerce Bldg., Kobe. *Cables, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. (Territory includes Central American Republics.) *Cable Address, Cancoma.*

Netherlands

J. C. Macgillivray, Beursplein 26B, Rotterdam. (Territory includes the Rhine valley and Switzerland.) *Cable Address, Canadian.*

Netherlands East Indies

C. R. Heasman, P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Yorkshire House, Shortland street, Auckland. *Cable Address, Canadian.*

Norway

F. H. Palmer, Jernbanetorget 4, Oslo. (Territory includes Scandinavian countries and Finland.) *Cable Address, Canadian.*

Panama

J. A. Strong, P.O. Box No. 222, Panama City. (Territory includes Venezuela and Colombia.) *Cable Address, Canadian.*

Peru

G. R. Stevens, Casilla 1212, Lima. Office, Calle Coca, 478. (Territory includes Bolivia and Ecuador.) *Cable Address, Canadian.*

South Africa

C. S. Bissett, P.O. Box 683. Office, Westminster House, Adelderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

London: Harrison Watson, Canadian Building, Trafalgar Square, S.W. 1, England. *Cable Address, Sleighing, London.*

London: J. Forsyth Smith, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C. 2. *Cable Address, Canfrucum.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany and Spain.)

Liverpool: Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street, *Cable Address, Canadian.*

Bristol: Douglas S. Cole, Sun Building, Clare street. *Cable Address, Canadian.*

Glasgow: Gordon B. Johnson, 200 St. Vincent Street, Scotland. *Cable Address, Cantracom.*

United States

New York City: Frederic Hudd, 44 Whitehall street. (Territory covers New England, Atlantic seaboard states, Pennsylvania; also the Bermudas.) *Cables, Cantracom.*

Chicago: R. S. O'Meara, Willoughby Tower, S S. Michigan Avenue. (Territory covers the Middle West and the Mississippi Valley.) *Cables, Canadian.*

San Francisco: H. R. Poussette, Suite 405, Alaska Commercial Building, 310 Sansome St. (Territory covers the Pacific seaboard and Rocky Mountain states.)

Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. James Malcolm, M.P.

Deputy Minister: F. C. T. O'Hara

Director, Commercial Intelligence Service: C. H. Payne

Published in English and French. Subscription Price for either edition: \$1 per annum in Canada (single copies 5 cents each); \$3.50 outside the Dominion (single copies 10 cents each). Remittances, which may be made by Post Office or Express Orders, or Drafts, or Cheques, payable at par in Ottawa, should be addressed to the King's Printer, Government Printing Bureau, Ottawa.

Vol. XLII

Ottawa, April 26, 1930

No. 1369

TABLE OF CONTENTS

	Page		Page
Mr. Cole's Itinerary.....	601	British Proposal for Marking of Wall-board	632
Exports from Canada to the United States under Three Tariffs.....	602	International Chamber of Commerce.....	633
Market for Wheat and Flour in Peru, Ecuador and Bolivia.....	604	Peruvian Consular Visa Charges Increased	633
Australian Financial and Commercial Conditions	608	Tariff Changes, etc.,	
Australian Apple Crop, 1930.....	610	Barbados Retains Surtax	633
West of England Trade Conditions....	611	Alteration of German Grain and Flour Duties	633
West of England Grain Trade Review	613	Czechoslovakian Grain and Flour Duty Proposals	634
Central Heating in North of England	617	Czechoslovakia Restricts Rye and Barley Products	634
South African Restriction of Wheat Imports	619	Switzerland Requires Certificate of Origin for Butter.....	634
British West Indies Sugar Crisis....	620	Tenders Invited—New Zealand.....	634
Agriculture in Grenada.....	622	Trade Inquiries	635
Agricultural Industry in India		Foreign Exchange Quotations.....	636
III. Crops	624	Sailings from Canadian Ports.....	636
Market for Horse-hair in France....	631	Commercial Intelligence Service....	640
Japanese Canned Salmon and Crab..	632		

MR. COLE'S ITINERARY

Mr. Douglas S. Cole, Canadian Trade Commissioner in Bristol, has begun a tour of Canada in the interests of trade with his territory which includes the West of England, the South Midlands and South Wales. The following are the dates of his itinerary as at present arranged:—

Montreal	April 23—May 8
Quebec	May 9 to 12
Winnipeg	May 17 to 22
Regina	May 23
Calgary	May 26 to 27
Vancouver	May 29
New Westminster	May 30
Victoria	June 2 to 5
Vancouver	June 9 to 23

Firms in Winnipeg and in British Columbia who desire to be brought in touch with Mr. Cole are requested to communicate with the Secretary, Canadian Manufacturers' Association, in Winnipeg and Vancouver respectively; in that of the other cities included in the above itinerary, with the Secretary of the Board of Trade or Chamber of Commerce.

EXPORTS FROM CANADA TO THE UNITED STATES OF PRINCIPAL COMMODITIES PRODUCED ON CANADIAN FARMS OR MANUFACTURED DIRECTLY FROM SUCH FARM PRODUCTS, DURING THE MONTH AND SIX MONTHS ENDED MARCH 1921, 1922, 1923 and 1930; WITH UNITED STATES TARIFF RATES IN FORCE.

(COMPILED BY THE EXTERNAL TRADE BRANCH, DOMINION BUREAU OF STATISTICS; AND THE FOREIGN TARIFFS DIVISION)

Commodities	Month of March				Six Months ended March			United States Tariff Rates in force		
	1921	1922	1929	1930	1921	1922	1929	Prior to May 27, 1921	From May 27, 1921 to Sept. 21, 1922	Subsequent to Sept. 21, 1922
Animals (except for improvement of stock)—										
Cattle.....No.	13,214	1,933	18,145	6,208	182,735	107,946	92,648	84,869		
Horses.....No.	734,007	41,454	932,586	297,082	13,567,637	2,002,837	5,851,629	4,825,430	30 p.c.	(a)
Poultry.....No.	36,460	87,867	6,957	14,219	309,129	1,325	1,205	430	10 p.c.	(b)
Sheep.....No.	14,838	11,228	16,136	8,908	555,762	286,364	45,927	65,094	1c. per lb.	3c. per lb.
Fruits—										
Apples, green or ripe.....Brl.	1,797	821	4,506	10,644	12,019	393,307	41,325	109,265	Free	\$2 per head
Apples, dried.....Lb.	60,118	593	38,083	37,060	60,578	2,000,723	223,239	503,898	10c. bu.	25c. bu.
Berries, fresh.....Lb.	51	330		4,023	658,754	76,092		90,209	1c. per lb.	2c. per lb.
Grains—										
Barley.....Bush.	55	1,318	68	36	183	4,044	12,301	4,197	4c. per qt.	1½c. per lb.
Beans.....Bush.	107	695	92	61	235	2,261	6,503	2,559	15c. bu.	48 lb.
Buckwheat.....Bush.	4,025	121	2,005	45,959	2,723	3,521	15,453	190,900	2c. lb.	1½c. lb.
Oats.....Bush.	31,191	12,274	18,366	11,058	201,825	88,912	56,687	632,636	25c. bu.	60 lb.
Peas, whole.....Bush.	245,464	111,323	1,998	3,309	1,098,004	1,452,160	9,596	131,186	Free	10c. per 100 lb.
Peas, split.....Bush.	58,793	80,547	41,637	17,123	625,743	681,722	5,803	10,648	6c. bu.	32 lb.
Rye.....Bush.	3,864	288			43,618	95,777	26,886	16,944	10c. bu.	60 lb.
Wheat.....Bush.	20,507	2,863	3,711		237,131	319,285	101,057	72,194	10c. bu.	60 lb.
Grain Products—										
Bran, shorts and middlings.....Cwt.	131,921	3,794	321,880	22,059	700,486	264,880	2,016,883	338,171	Free	1½c. lb.
Wheat Flour.....Brl.	198,968	71,063	461,266	29,556	1,188,368	262,007	2,913,240	457,816	35c. per bush.	42c. bu.
Meats—										
Bacon, hams, shoulders and sides.....Cwt.	372	138	3,204	1,480	2,093	695	16,062	10,112	20 p.c.	1-04 p. 100 lb.
Beef, fresh, chilled or frozen.....Cwt.	13,078	4,405	110,897	72,845	76,639	22,028	557,030	431,101	25 p.c.	2c. per lb.
Mutton and lamb, fresh, chilled or frozen.....Cwt.	285,864	105,228	210,756	50,944	2,150,577	1,148,997	2,513,867	1,422,221	2c. per lb.	3c. p. lb. (g)
	244	3,309	46		40,317	54,780	6,396	731	Free	2c. per lb.
	6,385	44,258	1,328		1,029,221	929,891	144,274	16,825	Free	2c. per lb.

Pork, fresh, chilled or frozen.....	Cwt.	141	638	5,335	682	4,608	5,219	25,561	6,757	2c. per lb.	2c. per lb.	2c. per lb.
Pork, dry-salted and pickled.....	Cwt.	7,271	19,893	119,193	21,139	176,607	125,664	560,905	173,269	Free	Free	4c. per lb.
Poultry, dressed or undressed.....	Lb.				5,261	9,795	1,917	13,053	21,437	Free	25 p.c.	2c. per lb.
Other meats, including canned meats, but excluding extracts.....	Lb.	12,182	14,655	10,157	4,493	460,692	684,791	36,830	27,132	2c. per lb.	2c. per lb.	6c. per lb.
Milk and milk products—	Cwt.	40,209	1,372	6,032	1,190	10,897	5,428	33,433	21,201	Free	25 p.c.	20 p.c.
Butter.....	Lb.	19,590	32,352	3,700	24,668	188,126	60,945	449,537	315,447	Free	25 p.c.	20 p.c.
Cheese.....	Lb.	4,693	6,303	1,577	234	1,502,253	2,625,677	71,000	7,700	2c. per lb.	6c. per lb.	12c. per lb. (i)
Cream.....	Lb.	5,644	397,008	391,500	13,400	275,394	957,111	25,693	3,245	2c. per lb.	2c. per lb.	12c. per lb. (i)
Grain.....	Gal.	2,551	82,895	108,094	4,350	76,849	451,216	3,041,700	1,083,000	20 p.c.	23 p.c.	(j)
Milk, fresh.....	Gal.	31,601	73,661	112,952	81,622	386,393	726,014	842,812	298,890	Free	3c. gal. (k)	30c. gal. (k) (i)
Milk condensed, including milk powder.....	Gal.	96,206	105,716	208,620	163,991	525,955	651,670	1,714,939	1,285,605	Free	2c. gal. (k)	30c. gal. (k) (m)
Seeds—	Lb.	1,864,388	322,335	64,369	48,100	5,905,757	88,257	1,348,900	772,000	Free	2c. per lb.	1c.—3c. lb.
Clover seed, alsike.....	Bush.	31,801	16,349	21,632	21,632	58,079	88,145	76,551	84,994	Free	Free	4c. per lb.
Clover seed, alfalfa and red.....	Bush.	345,355	152,301	325,080	167,705	685,850	797,848	1,052,518	671,317	Free	Free	4c. per lb.
Clover seed, other.....	Bush.	11,521	2,678	20,437	1,287	20,994	68,125	36,594	2,712	Free	Free	4c. per lb.
Flaxseed.....	Bush.	40,123	25,862	14,030	41,101	55,847	164,304	179,021	2,149	Free	Free	(n)
Grass seed.....	Bush.	161,781	13,660	51,507	67	235,245	1,425,165	643,955	215,605	20c. bu. 56 lb.	30c. bu. 56 lb.	55c. bu. 56 lb. (o)
Potatoes.....	Bush.	14,076	19,413	8,260	14,029	829,072	1,425,165	643,955	215,605	20c. bu. 56 lb.	30c. bu. 56 lb.	55c. bu. 56 lb. (o)
Sugar beets.....	Bush.	25,443	45,942	16,795	14,029	76,354	63,502	73,477	38,516	Free	Free	2c. per lb.
Turnips.....	Bush.	15,040	10,637	15,234	14,029	76,354	63,502	73,477	38,516	Free	Free	2c. per lb.
Miscellaneous Products—	Bush.	29,825	38,156	42,432	34,858	156,995	260,641	165,689	72,777	Free	Free	2c. per lb.
Eggs.....	Doz.	351,023	387,066	117,182	653,766	1,787,796	1,220,418	1,202,319	4,213,584	Free	25c. bu. 60 lb.	50c. per 100 lb.
Hay.....	Ton	184,262	208,293	46,574	607,496	1,446,750	577,024	4,944,524	4,944,524	Free	Free	50c. per 100 lb.
Maple sugar.....	Ton	122,792	95,617	284,254	246,479	103,175	63,151	245,521	241,860	5 p.c.	5 p.c.	80c. ton 2,240 lb
Tallow.....	Bush.	29,584	32,113	71,251	121,859	1,622,230	1,546,684	2,547,367	2,377,794	15 p.c.	15 p.c.	12c. per 100 lb.
Wool.....	Doz.	3,054	1,109	1,926	377	137,267	111,798	3,661	16,851	Free	Free	8c. per doz.
Total value of above commodities.....	Ton	9,071	410	3,721	6,392	51,008	53,639	1,482	5,739	Free	Free	8c. per doz.
	Lb.	182,502	6,327	35,449	55,675	1,138,301	27,258	203,836	217,528	\$2 ton 2,240 lb.	\$2 ton 2,240 lb.	\$4 ton 2,240 lb.
	Lb.	49,268	233,332	119,250	103,857	1,216,503	1,441,754	2,682,741	801,909	3c. per lb.	3c. per lb.	4c. per lb.
	Cwt.	5,916	9,695	17,069	328	67,369	56,471	110,231	160,475	Free	Free	3c. per lb.
	Lb.	482,540	117,817	184,912	314,423	647,689	247,689	3,013,547	2,284,794	Free	Free	3c. per lb.
	Lb.	147,629	21,327	58,926	70,554	1,334,682	35,494	1,133,816	588,880	Free	Free	(p)
Total value of above commodities.....	\$	10,815,936	1,985,145	3,249,242	2,131,483	130,517,281	30,841,199	30,302,016	24,645,180			

(a) Cattle weighing less than 1,050 pounds, 14c. per lb.; 1,050 pounds or over, 2c. per lb. (b) Horses valued at not more than \$150 each, \$30 per head; more than \$150 each, 20 per cent; (c) Sheep, one year old or over, \$2 per head; less than one year old, \$1 per head. (d) Prior to April 6, 1924, 30c. per bush. (e) Prior to May 27, 1921, and from May 27, 1921, to September 21, 1922, free, if wheat products, but otherwise 15% ad val.; from September 21, 1922, to April 6, 1924, 15% ad val.; from April 6, 1924, to September 21, 1924, 15% ad val.; if from other cereals, 15% ad val. (f) Prior to April 6, 1924, 75c. per 100 lb.; from April 6, 1924, to September 21, 1924, 75c. per 100 lb.; from September 21, 1924, to April 6, 1925, 80c. per lb. (g) Prior to April 6, 1925, 80c. per lb.; from April 6, 1925, to September 21, 1925, 80c. per lb.; from September 21, 1925, to April 6, 1926, 80c. per lb.; from April 6, 1926, to September 21, 1926, 80c. per lb.; from September 21, 1926, to April 6, 1927, 80c. per lb.; from April 6, 1927, to September 21, 1927, 80c. per lb.; from September 21, 1927, to April 6, 1928, 80c. per lb.; from April 6, 1928, to September 21, 1928, 80c. per lb.; from September 21, 1928, to April 6, 1929, 80c. per lb.; from April 6, 1929, to September 21, 1929, 80c. per lb.; from September 21, 1929, to April 6, 1930, 80c. per lb.; from April 6, 1930, to September 21, 1930, 80c. per lb.; from September 21, 1930, to April 6, 1931, 80c. per lb.; from April 6, 1931, to September 21, 1931, 80c. per lb.; from September 21, 1931, to April 6, 1932, 80c. per lb.; from April 6, 1932, to September 21, 1932, 80c. per lb.; from September 21, 1932, to April 6, 1933, 80c. per lb.; from April 6, 1933, to September 21, 1933, 80c. per lb.; from September 21, 1933, to April 6, 1934, 80c. per lb.; from April 6, 1934, to September 21, 1934, 80c. per lb.; from September 21, 1934, to April 6, 1935, 80c. per lb.; from April 6, 1935, to September 21, 1935, 80c. per lb.; from September 21, 1935, to April 6, 1936, 80c. per lb.; from April 6, 1936, to September 21, 1936, 80c. per lb.; from September 21, 1936, to April 6, 1937, 80c. per lb.; from April 6, 1937, to September 21, 1937, 80c. per lb.; from September 21, 1937, to April 6, 1938, 80c. per lb.; from April 6, 1938, to September 21, 1938, 80c. per lb.; from September 21, 1938, to April 6, 1939, 80c. per lb.; from April 6, 1939, to September 21, 1939, 80c. per lb.; from September 21, 1939, to April 6, 1940, 80c. per lb.; from April 6, 1940, to September 21, 1940, 80c. per lb.; from September 21, 1940, to April 6, 1941, 80c. per lb.; from April 6, 1941, to September 21, 1941, 80c. per lb.; from September 21, 1941, to April 6, 1942, 80c. per lb.; from April 6, 1942, to September 21, 1942, 80c. per lb.; from September 21, 1942, to April 6, 1943, 80c. per lb.; from April 6, 1943, to September 21, 1943, 80c. per lb.; from September 21, 1943, to April 6, 1944, 80c. per lb.; from April 6, 1944, to September 21, 1944, 80c. per lb.; from September 21, 1944, to April 6, 1945, 80c. per lb.; from April 6, 1945, to September 21, 1945, 80c. per lb.; from September 21, 1945, to April 6, 1946, 80c. per lb.; from April 6, 1946, to September 21, 1946, 80c. per lb.; from September 21, 1946, to April 6, 1947, 80c. per lb.; from April 6, 1947, to September 21, 1947, 80c. per lb.; from September 21, 1947, to April 6, 1948, 80c. per lb.; from April 6, 1948, to September 21, 1948, 80c. per lb.; from September 21, 1948, to April 6, 1949, 80c. per lb.; from April 6, 1949, to September 21, 1949, 80c. per lb.; from September 21, 1949, to April 6, 1950, 80c. per lb.; from April 6, 1950, to September 21, 1950, 80c. per lb.; from September 21, 1950, to April 6, 1951, 80c. per lb.; from April 6, 1951, to September 21, 1951, 80c. per lb.; from September 21, 1951, to April 6, 1952, 80c. per lb.; from April 6, 1952, to September 21, 1952, 80c. per lb.; from September 21, 1952, to April 6, 1953, 80c. per lb.; from April 6, 1953, to September 21, 1953, 80c. per lb.; from September 21, 1953, to April 6, 1954, 80c. per lb.; from April 6, 1954, to September 21, 1954, 80c. per lb.; from September 21, 1954, to April 6, 1955, 80c. per lb.; from April 6, 1955, to September 21, 1955, 80c. per lb.; from September 21, 1955, to April 6, 1956, 80c. per lb.; from April 6, 1956, to September 21, 1956, 80c. per lb.; from September 21, 1956, to April 6, 1957, 80c. per lb.; from April 6, 1957, to September 21, 1957, 80c. per lb.; from September 21, 1957, to April 6, 1958, 80c. per lb.; from April 6, 1958, to September 21, 1958, 80c. per lb.; from September 21, 1958, to April 6, 1959, 80c. per lb.; from April 6, 1959, to September 21, 1959, 80c. per lb.; from September 21, 1959, to April 6, 1960, 80c. per lb.; from April 6, 1960, to September 21, 1960, 80c. per lb.; from September 21, 1960, to April 6, 1961, 80c. per lb.; from April 6, 1961, to September 21, 1961, 80c. per lb.; from September 21, 1961, to April 6, 1962, 80c. per lb.; from April 6, 1962, to September 21, 1962, 80c. per lb.; from September 21, 1962, to April 6, 1963, 80c. per lb.; from April 6, 1963, to September 21, 1963, 80c. per lb.; from September 21, 1963, to April 6, 1964, 80c. per lb.; from April 6, 1964, to September 21, 1964, 80c. per lb.; from September 21, 1964, to April 6, 1965, 80c. per lb.; from April 6, 1965, to September 21, 1965, 80c. per lb.; from September 21, 1965, to April 6, 1966, 80c. per lb.; from April 6, 1966, to September 21, 1966, 80c. per lb.; from September 21, 1966, to April 6, 1967, 80c. per lb.; from April 6, 1967, to September 21, 1967, 80c. per lb.; from September 21, 1967, to April 6, 1968, 80c. per lb.; from April 6, 1968, to September 21, 1968, 80c. per lb.; from September 21, 1968, to April 6, 1969, 80c. per lb.; from April 6, 1969, to September 21, 1969, 80c. per lb.; from September 21, 1969, to April 6, 1970, 80c. per lb.; from April 6, 1970, to September 21, 1970, 80c. per lb.; from September 21, 1970, to April 6, 1971, 80c. per lb.; from April 6, 1971, to September 21, 1971, 80c. per lb.; from September 21, 1971, to April 6, 1972, 80c. per lb.; from April 6, 1972, to September 21, 1972, 80c. per lb.; from September 21, 1972, to April 6, 1973, 80c. per lb.; from April 6, 1973, to September 21, 1973, 80c. per lb.; from September 21, 1973, to April 6, 1974, 80c. per lb.; from April 6, 1974, to September 21, 1974, 80c. per lb.; from September 21, 1974, to April 6, 1975, 80c. per lb.; from April 6, 1975, to September 21, 1975, 80c. per lb.; from September 21, 1975, to April 6, 1976, 80c. per lb.; from April 6, 1976, to September 21, 1976, 80c. per lb.; from September 21, 1976, to April 6, 1977, 80c. per lb.; from April 6, 1977, to September 21, 1977, 80c. per lb.; from September 21, 1977, to April 6, 1978, 80c. per lb.; from April 6, 1978, to September 21, 1978, 80c. per lb.; 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from September 21, 1987, to April 6, 1988, 80c. per lb.; from April 6, 1988, to September 21, 1988, 80c. per lb.; from September 21, 1988, to April 6, 1989, 80c. per lb.; from April 6, 1989, to September 21, 1989, 80c. per lb.; from September 21, 1989, to April 6, 1990, 80c. per lb.; from April 6, 1990, to September 21, 1990, 80c. per lb.; from September 21, 1990, to April 6, 1991, 80c. per lb.; from April 6, 1991, to September 21, 1991, 80c. per lb.; from September 21, 1991, to April 6, 1992, 80c. per lb.; from April 6, 1992, to September 21, 1992, 80c. per lb.; from September 21, 1992, to April 6, 1993, 80c. per lb.; from April 6, 1993, to September 21, 1993, 80c. per lb.; from September 21, 1993, to April 6, 1994, 80c. per lb.; from April 6, 1994, to September 21, 1994, 80c. per lb.; from September 21, 1994, to April 6, 1995, 80c. per lb.; from April 6, 1995, to September 21, 1995, 80c. per lb.; from September 21, 1995, to April 6, 1996, 80c. per lb.; from April 6, 1996, to September 21, 1996, 80c. per lb.; from September 21, 1996, to April 6, 1997, 80c. per lb.; from April 6, 1997, to September 21, 1997, 80c. per lb.; from September 21, 1997, to April 6, 1998, 80c. per lb.; from April 6, 1998, to September 21, 1998, 80c. per lb.; from September 21, 1998, to April 6, 1999, 80c. per lb.; from April 6, 1999, to September 21, 1999, 80c. per lb.; from September 21, 1999, to April 6, 2000, 80c. per lb.; from April 6, 2000, to September 21, 2000, 80c. per lb.; from September 21, 2000, to April 6, 2001, 80c. per lb.; from April 6, 2001, to September 21, 2001, 80c. per lb.; from September 21, 2001, to April 6, 2002, 80c. per lb.; from April 6, 2002, to September 21, 2002, 80c. per lb.; from September 21, 2002, to April 6, 2003, 80c. per lb.; from April 6, 2003, to September 21, 2003, 80c. per lb.; from September 21, 2003, to April 6, 2004, 80c. per lb.; from April 6, 2004, to September 21, 2004, 80c. per lb.; from September 21, 2004, to April 6, 2005, 80c. per lb.; from April 6, 2005, to September 21, 2005, 80c. per lb.; from September 21, 2005, to April 6, 2006, 80c. per lb.; from April 6, 2006, to September 21, 2006, 80c. per lb.; from September 21, 2006, to April 6, 2007, 80c. per lb.; from April 6, 2007, to September 21, 2007, 80c. per lb.; from September 21, 2007, to April 6, 2008, 80c. per lb.; from April 6, 2008, to September 21, 2008, 80c. per lb.; from September 21, 2008, to April 6, 2009, 80c. per lb.; from April 6, 2009, to September 21, 2009, 80c. per lb.; from September 21, 2009, to April 6, 2010, 80c. per lb.; from April 6, 2010, to September 21, 2010, 80c. per lb.; from September 21, 2010, to April 6, 2011, 80c. per lb.; from April 6, 2011, to September 21, 2011, 80c. per lb.; from September 21, 2011, to April 6, 2012, 80c. per lb.; from April 6, 2012, to September 21, 2012, 80c. per lb.; from September 21, 2012, to April 6, 2013, 80c. per lb.; from April 6, 2013, to September 21, 2013, 80c. per lb.; from September 21, 2013, to April 6, 2014, 80c. per lb.; from April 6, 2014, to September 21, 2014, 80c. per lb.; from September 21, 2014, to April 6, 2015, 80c. per lb.; from April 6, 2015, to September 21, 2015, 80c. per lb.; from September 21, 2015, to April 6, 2016, 80c. per lb.; from April 6, 2016, to September 21, 2016, 80c. per lb.; from September 21, 2016, to April 6, 2017, 80c. per lb.; from April 6, 2017, to September 21, 2017, 80c. per lb.; from September 21, 2017, to April 6, 2018, 80c. per lb.; from April 6, 2018, to September 21, 2018, 80c. per lb.; from September 21, 2018, to April 6, 2019, 80c. per lb.; from April 6, 2019, to September 21, 2019, 80c. per lb.; from September 21, 2019, to April 6, 2020, 80c. per lb.; from April 6, 2020, to September 21, 2020, 80c. per lb.; from September 21, 2020, to April 6, 2021, 80c. per lb.; from April 6, 2021, to September 21, 2021, 80c. per lb.; from September 21, 2021, to April 6, 2022, 80c. per lb.; from April 6, 2022, to September 21, 2022, 80c. per lb.; from September 21, 2022, to April 6, 2023, 80c. per lb.; from April 6, 2023, to September 21, 2023, 80c. per lb.; from September 21, 2023, to April 6, 2024, 80c. per lb.; from April 6, 2024, to September 21, 2024, 80c. per lb.; from September 21, 2024, to April 6, 2025, 80c. per lb.; from April 6, 2025, to September 21, 2025, 80c. per lb.; from September 21, 2025, to April 6, 2026, 80c. per lb.; from April 6, 2026, to September 21, 2026, 80c. per lb.; from September 21, 2026, to April 6, 2027, 80c. per lb.; from April 6, 2027, to September 21, 2027, 80c. per lb.; from September 21, 2027, to April 6, 2028, 80c. per lb.; from April 6, 2028, to September 21, 2028, 80c. per lb.; from September 21, 2028, to April 6, 2029, 80c. per lb.; from April 6, 2029, to September 21, 2029, 80c. per lb.; from September 21, 2029, to April 6, 2030, 80c. per lb.; from April 6, 2030, to September 21, 2030, 80c. per lb.; from September 21, 2030, to April 6, 2031, 80c. per lb.; from April 6, 2031, to September 21, 2031, 80c. per lb.; from September 21, 2031, to April 6, 2032, 80c. per lb.; from April 6, 2032, to September 21, 2032, 80c. per lb.; from September 21, 2032, to April 6, 2033, 80c. per lb.; from April 6, 2033, to September 21, 2033, 80c. per lb.; from September 21, 2033, to April 6, 2034, 80c. per lb.; from April 6, 2034, to September 21, 2034, 80c. per lb.; from September 21, 2034, to April 6, 2035, 80c. per lb.; from April 6, 2035, to September 21, 2035, 80c. per lb.; from September 21, 2035, to April 6, 2036, 80c. per lb.; from April 6, 2036, to September 21, 2036, 80c. per lb.; from September 21, 2036, to April 6, 2037, 80c. per lb.; from April 6, 2037, to September 21, 2037, 80c. per lb.; from September 21, 2037, to April 6, 2038, 80c. per lb.; from April 6, 2038, to September 21, 2038, 80c. per lb.; from September 21, 2038, to April 6, 2039, 80c. per lb.; from April 6, 2039, to September 21, 2039, 80c. per lb.; from September 21, 2039, to April 6, 2040, 80c. per lb.; from April 6, 2040, to September 21, 2040, 80c. per lb.; from September 21, 2040, to April 6, 2041, 80c. per lb.; from April 6, 2041, to September 21, 2041, 80c. per lb.; from September 21, 2041, to April 6, 2042, 80c. per lb.; from April 6, 2042, to September 21, 2042, 80c. per lb.; from September 21, 2042, to April 6, 2043, 80c. per lb.; from April 6, 2043, to September 21, 2043, 80c. per lb.; from September 21, 2043, to April 6, 2044, 80c. per lb.; from April 6, 2044, to September 21, 2044, 80c. per lb.; from September 21, 2044, to April 6, 2045, 80c. per lb.; from April 6, 2045, to September 21, 2045, 80c. per lb.; from September 21, 2045, to April 6, 2046, 80c. per lb.; from April 6, 2046, to September 21, 2046, 80c

THE MARKET FOR WHEAT AND FLOUR IN PERU, ECUADOR, AND BOLIVIA

G. R. STEVENS, CANADIAN TRADE COMMISSIONER

Lima, Peru, April 1, 1930.—With the exception of Chile, none of the West Coast of South America countries are important as producers of cereal crops. The precipitous western slope of the Andes limits their arable acreage, and the cold Humboldt current creates excessive aridity. There are many parts of Peru and Chile where rain has not fallen for twenty-five years, and in favoured valleys where irrigation is possible it is more profitable to produce export crops such as cotton and sugar than to plant cereals. In Ecuador the coastal belt is tropical, and rice is the only crop of importance; on the uplands barley and coarse grains seem to grow better than wheat. During the last ten years in Peru efforts have been made to increase the production of wheat, but at least one-half of Peru's annual requirements of such grain is still imported. Bolivia, situated upon a plateau over 12,000 feet in altitude, has only grown coarse grains in the past, and although legislation is being introduced in an endeavour to make wheat growing compulsory, it seems unlikely that any appreciable increase in this crop need be anticipated at present. It is therefore certain that these three countries, with an aggregate population of perhaps eleven millions, will remain dependent upon foreign wheat and flour for years to come.

WHEAT PRODUCTION AND MILLING

Each of the three countries possesses a milling industry, but in Ecuador and Bolivia such enterprises are embryonic and do not affect the sale of foreign flours. The only Ecuador flour mill is small, producing a few barrels of flour per day. In Bolivia one mill manufactures about 300 barrels daily at Challapata, and another mill is being constructed at La Paz with the same capacity. (The plant for the latter mill has already been purchased in Switzerland.) To support the Bolivian flour industry, a Government decree proposes to tax imported wheat at the rate of Bs.2 (\$0.70 Canadian) per 220 pounds for the first year, doubling this duty each year for four years; after which the import of foreign wheat will be prohibited. This enactment should have gone into force last December, but its application was postponed; it seems unlikely that it will be made operative in the near future.

The Peruvian production of wheat fluctuates annually between 80,000 and 90,000 tons. A certain amount of grain is grown in every part of Peru. The heaviest production is in Southern Peru, in the vicinity of Arequipa, and on the Andean "sierra" or uplands, particularly on the eastern or Amazon slope. Because of the remoteness of these territories it is not feasible to sell this grain in the Peruvian centres of population, upon its seacoast; so the domestic crop is ground locally in small primitive mills. There are several hundred of these small mills in various parts of Peru, each grinding a few barrels per day; they effectively limit the market for imported flours, but at the same time they create a market for imported wheat in the chief centres of population.

The roller milling industry is centred in Lima and Callao, conjoining cities, where three large well-equipped mills produce the majority of flour consumed in Peru. These mills use little if any native wheat, and they import for their requirements roughly 75,000 tons annually. Two of these mills are foreign-owned, by British and Italian interests; the British mill is the larger, producing upwards of half of the flour consumed in Lima and Callao. These mills are modern in every respect, and are operated by expert millers.

There have been no Ecuadorian import statistics available since 1926, in which year a few hundred dollars' worth of wheat was imported from the United

States, presumably for seeding purposes. In any case, the demand for imported wheat in that country is negligible. A similar situation prevails in Bolivia; the local supplies are sufficient for the modest needs of the domestic milling industry. A small quantity of wheat enters Bolivia from the Argentine, but this is really an exchange of convenience, over the common boundary of these countries.

Peru, on the other hand, requires considerable quantities of wheat each year, and the demand is growing more rapidly than the domestic production. It seems probable that within the next few years at least 100,000 tons of grain will be imported annually, since transportation costs will continue to prevent the local growers from selling at the seacoast. These imports will be purchased by the three mills heretofore mentioned; the roller mills in other parts of Peru seem to be able to subsist upon domestic grains.

In the last recorded year (1928) Peru purchased approximately 71,000 tons of foreign wheat, all of which was entered at Lima. Of this amount Australia supplied 35,000 tons; the United States, 18,000 tons; Argentine, 12,000 tons; and Canada, 8,000 tons. During 1929 Canadian imports dwindled to negligible quantities, and during the same year much less American grain was imported. It is probable that at present Australia and Argentine supply at least 90 per cent of Peru's imports. The sole reason for the diminution of North American percentages has been the high prices ruling for American and Canadian grains. The Peruvian millers are aware of the value of Canadian wheat in their blends, and would gladly buy a percentage (probably about one-fifth of their total imports) of high-grade Canadian grain if they could afford it. On account of the price spread between Canadian and Argentine wheat, however, they are forced to buy Argentine winter wheat instead, and while it does not blend with Australian soft wheat particularly well, the best Argentine qualities are satisfactory for Peruvian purposes.

With a normal price spread, there should be a market in Peru for approximately 20,000 tons of Canadian grain annually; but this market will not pay more than a moderate differential for better qualities.

The American imports in the past have come from the Pacific Coast, and have consisted of winter wheats and soft wheats. The American imports vary widely from year to year; but the Peruvian importers rarely if ever buy hard qualities from American sources. Occasionally a parcel is shipped from Gulf ports as well, consisting of Oklahoma qualities.

FLOUR TRADE OF ECUADOR

In the coastal belts of Ecuador and Peru, and in the towns and mining districts of Bolivia, wheat bread is a staple foodstuff; in the hinterland of these three countries, and among the indigenous populations, it still remains something of a luxury. Nevertheless the use of wheat flour is growing year by year; and the only recessions in imports occur when a period of extraordinary depression arrives and purchasing power falls away. Such a period has arrived in Ecuador on account of witchbroom infection of the cocoa groves, which has resulted in a reduction of Ecuadorian cocoa exports to little more than one-third of their normal tonnage. A commensurate decline is to be noted in the demand for wheat flour. Ecuador normally buys something over 20,000 tons of flour annually, but during each of the last three years slightly less than half of this quantity has been imported. In 1928, 206,141 bags of 44 kilos each (97 pounds) were imported. The entire importation was from the United States, there being no evidence of Canadian or other flours in the market. Imports from North Pacific ports totalled 108,231 sacks, and consisted of flours milled at Portland and Tacoma; 60,000 sacks originated at Gulf ports, and consisted of flours milled in the Southern States; the remaining 40,000 sacks were loaded

at North Atlantic ports, and consisted of supplies from two well-known mills in New York and St. Louis. In quality the flours approximated Canadian second patents, or perhaps a trifle lower grade, but they were by no means sold on price alone. In Guayaquil in August American flours were being offered at \$7.65 c.i.f. per double sack (88 kilos), with a reputed ocean freight rate from American Pacific ports of \$12.50 per ton. This price included 3 per cent selling commission, and the flour was sold on sixty to ninety days' sight draft terms, with interest added at 6 per cent for the credit period.

The largest importer of flour in Guayaquil is the Ecuadorian subsidiary of a well-known British merchant house, which brings in upwards of 50,000 sacks of flour in a normal year. This mill has an old-established connection with a mill in Portland, Oregon, and handles no other flour. During 1929 this firm imported less than half of their ordinary requirements, and they do not expect to handle more during the present year. The other flours on sale are sold by merchants who buy on their own account, and who supply their retail customers on extended credit terms.

BOLIVIAN FLOUR REQUIREMENTS

The flour requirements of Bolivia are approximately the same as those of Ecuador. The last available statistics are those for 1927, when about 27,000 tons of flour was imported. But during that year the price of tin was nearly 60 per cent higher than at present, and since then a commensurate curtailment in the imports of flour has occurred. It is doubtful whether the imports during 1929 amounted to more than 15,000 tons. Moreover, the United States does not enjoy the same monopoly of supply in Bolivia as in Ecuador, and during the past two years Chilean and Argentinian competition has intensified in this latter country. In 1927, 13,500 tons were imported from the United States, 11,000 tons from Chile, and 1,800 tons from the Argentine. Since that time the imports of American flours have fallen off, and it is probable that Chile is now the principal supplier. Curiously enough, the unit values of Chilean flours are shown as higher than those of American flours; but this is probably due to the overland importation, and the acceptance of c.i.f. values for duty purposes. The Chilean flours are little different in type from those supplied from the United States, with perhaps not quite such a good colour, and a little more coarsely ground; there is no real prejudice against them, and immediate deliveries are obtainable. These circumstances make competition in Bolivia difficult; and if it were not for the part played in this trade by one large American trading house, whose "Mayflower" brand is best known on the market, the United States would have a much smaller share of the total Bolivian trade. This latter flour is manufactured by a Pacific Coast mill.

The only buyers of any account in Bolivia are the large merchant houses, particularly those firms who have branches or head offices in Oruro, the centre of the tin-mining industry. The consumption of flour in Oruro and Cochabamba districts, and in Southwestern Bolivia generally, is much greater than in any other part of that country. On account of the curtailment of tin production, due to the low ruling prices, it would be impossible to interest any responsible house in importing flour at present. All Bolivian houses are reducing their commitments in every possible direction.

FLOUR TRADE OF PERU

The import statistics for Peru are available as late as 1928, and in that year 8,607 tons of foreign flour were imported, of a value of approximately \$670,000. The United States monopolized the trade, supplying 97 per cent of the total imports. It is very probable, however, that some Canadian flour is concealed in these American statistics, as the Peruvian Customs accept the

port of embarkation as the source of imports, and any Canadian flours shipped from Eastern Canada would necessarily be loaded at American Atlantic ports.

On account of the competition of the domestic mills, the Callao-Lima area is almost closed to imports. During 1928 only 478 tons of flour were imported through Callao. The best demand was in the Northern Peruvian outports, where lack of coastal shipping handicaps the domestic mills in competition, and the heavy expenditures of foreign mining companies have raised the standard of living and have made bread a staple article of diet. In the last recorded year Paita imported 1,844 tons of flour; Pimental—a nearby port—1,967 tons; and Mollendo, in Southern Peru, 1,843 tons. (Part of the imports through this latter port may have been for Bolivia.) The remainder was distributed between Pisco, Talara, and Pacasmayo. These imports feed the inland towns of Piura, Chiclayo, Trujillo, and Arequipa in Southern Peru. In each of these towns there are a few merchants who distribute imported flour in competition with the domestic flour manufactured by the British millers in Lima. While these firms do not handle in large quantities, they all buy regularly, and they represent the only immediate outlet for Canadian flours in the territory under review.

In Piura there are seven responsible firms stocking flour, and the market absorbs perhaps 10,000 sacks monthly. Of this quantity, domestic flour obtains half the business. Of the six American marks on sale, five were Pacific Coast flours and the other was a well-known Minneapolis flour. In December of last year American flours were quoted at \$4 c.i.f. Paita, per sack of one Spanish quintal (approximately 100 pounds). In January one firm was buying as low as \$3.65 per sack of 44 kilos (97 pounds) c.i.f. Talara.

In Chiclayo (the town of which Pimental is the port) there are three principal importers, who bring in about 2,000 sacks of foreign flour monthly. All three firms buy through merchant houses in San Francisco on sixty to ninety days' terms, with interest added at the rate of 8 per cent for the credit period. In December of last year the prices for Pimental were roughly the same as those for Paita. In this market the local flour commands two-thirds of the entire trade. The domestic percentage, however, is not increasing, due to the strength of the old-established houses who handle foreign flour.

In Mollendo the principal importer is a British firm, which handles perhaps 1,000 sacks per month. At present this house buys through a merchant house in San Francisco which supplies winter wheat flours from Oregon and Washington mills. The domestic flour has a strong footing in the south, due to a small but up-to-date mill at Cuzco, which is owned by British interests.

SALE THROUGH EXCLUSIVE ACCOUNT

There is only one satisfactory way to sell flour in either Peru, Bolivia, or Ecuador, and that is through an exclusive account in each of the principal centres. The employment of an agent is not to be considered, since the only customers whom an agent can obtain are those which he takes from the old-established merchants; and the only reason that he can take them away from their customary connection is because the merchant in question does not care to extend further credits to them. These British and foreign merchant houses are the skeleton of the West Coast commercial structure, and they alone are intimately informed upon the liability of their customers; to go past them to the general run of retailer would be fatal. This situation makes the introduction of any new flour difficult, as these merchant houses all have old-standing sources of supply. Moreover, in the sale of flour the mark or brand is all-important; a new mark is always suspected. It would therefore appear as though few opportunities for the introduction of Canadian flours present themselves at present in this territory.

AUSTRALIAN FINANCIAL AND COMMERCIAL CONDITIONS

D. H. ROSS, CANADIAN TRADE COMMISSIONER

Melbourne, March 19, 1930.—The Commonwealth trade returns for the first seven months of the fiscal year (July to January) of 1929-30 are recapitulated as follows:—

Imports of merchandise	£87,057,923
Exports of merchandise	55,723,829
Excess of imports over exports	£31,334,094
Exports of bullion and specie	£10,245,180
Imports of bullion and specie	166,992
Excess of exports over imports	£10,078,188

Imports of merchandise in January declined by £1,035,976 as compared with the similar month last year, while exports of merchandise in the same period indicated a reduction of £6,768,854.

The above figures outline the main disturbing factors in the present financial position of Australia, combined with a reduction of approximately 30 per cent in the values of wool, and with a considerably lower wheat production than normal. Wool alone was responsible for a decline of £14,438,294, and wheat by £4,570,830; in the exports for the seven months.

At the end of February some 873,000 bales of Australian wool were unsold in warehouses in the various States. The average price realized on greasy wool during the February sales was 9·47 pence (say 19 cents) per pound, the average value per bale being £11 16s. 9d. (\$57.61). On expert authority, it is stated that while the world's production of wool had undoubtedly increased, yet the demand had not kept pace with the supply. Recognizing that consideration had to be given to the law of supply and demand, growers are now co-operating in a campaign—both domestic and oversea—with the object of stimulating the demand for woollen goods against which in recent years silk and artificial silk apparel have been formidable competitors.

With the coal miners' strike at Newcastle—of over a year's duration—and unemployment steadily increasing, the feeling of depression has become accentuated, despite the fact that the seasonal prospects, due to generous rains, indicate increased production at possibly decreased costs.

The financial outlook has recently been stressed in a statement made by the Chairman of the Commonwealth (Government) Bank, from which is quoted as follows:—

The feeling generally exists that no immediate improvement in the depressed condition of the internal trade of Australia can be anticipated. The fact must be faced that every effort must be put forth in the direction of increased production and reduced expenditure upon unproductive work. The effective putting into practice of these remedies is the solution, and evasion or procrastination will only tend to postpone the desired improvement, which undoubtedly can be achieved from the utilization of the great potentialities of this country.

The depression is not confined to Australia, as many other countries—probably to a lesser degree—are having a similar experience. In a wide range of primary products in many countries lower prices are being realized. That Australia is apparently suffering rather more than other countries is considered to be largely due to the fact that the people have never been habituated to anything like hard times. The standard of living is high, and individual expenditures have been on anything but frugal lines. The climatic conditions do not make it so imperative to provide for "cold and rainy days" as in many parts of the northern hemisphere.

Recently the Commonwealth Bank announced that Australian notes would no longer be converted into money of other countries at the par rate, but would be changeable at the option of the bank (in London) at the market rate of the day for demand drafts.

Australians travelling oversea are experiencing much difficulty in obtaining necessary funds and—so far as the banks are concerned—they are rationed in the amount of money or letters of credit available abroad. In this connection, rather than be unduly restricted, other alternatives than banking are being widely sought by tourists who booked their seasonal passage many months ago as well as by traders.

TRADING OUTLOOK IN AUSTRALIA

The trading position in Australia has by no means improved during the last month. Uncertainty as to further additions to the tariff, and extreme difficulty in obtaining either purchasing credits or exchange facilities, are serious deterrents to business. Ordinary living demands always exist, but anything in the nature of speculative buying is, under present conditions, a mere gamble.

In anticipation of further amendments to the customs tariff, large clearances have been made from bonded stores, and the revenue from this source has been abnormally large during the last few weeks. Goods and products of what is termed the luxury class—such as motor cars, wines, spirits, petrol, and tobacco—have contributed largely to the customs collections. Although the Government has declined to make any statement concerning the rumoured proposed action to restrict imports through tariff enactments, it has undoubtedly been anticipated by many importers.

[A cablegram from Mr. Ross, announcing that the Government had imposed a surtax on existent tariff rates, as well as certain import prohibitions except under licence for an indefinite period, effective from April 4, was published in *Commercial Intelligence Journal* No. 1367, April 12.]

SUCCESSFUL LOAN CONVERSION

The Commonwealth Government internal conversion loan of £10,000,000, which expired on March 15, was oversubscribed by £3,000,000. This excess sum is being used to voluntarily redeem that proportion of the large Commonwealth loan of £60,000,000 maturing on December 15 next, the holders of which are now being given the right to convert into the 1937 into which the March loan was converted.

Conversions of the December loan have already been exercised to the extent of £21,000,000 which, with the excess of £3,000,000 from the March loan and an amount of £2,000,000 available from the sinking fund, provides £26,000,000, leaving a balance of £34,000,000 to be provided. As applications for conversion are being received at a very satisfactory rate, it is considered that little difficulty will be experienced in arranging for the full amount of the loan by the date of maturity. The terms offered are par with 6 per cent interest, the same rate as paid on both the maturing loans.

SYDNEY CITY COUNCIL'S LOAN IN NEW YORK

Through easier monetary conditions in New York than in London, and the tendency there towards Australian investment, a Melbourne brokerage house has just negotiated a loan of \$10,000,000 in New York for the Sydney Municipality.

The issue price was $5\frac{1}{2}$ per cent at £90, with a currency of twenty-five years, but the City Council has the right to call in the bonds at par after fifteen years. The amount of the loan was \$5,000,000, the New York financial group having the right to take an additional \$5,000,000 within six weeks. The issue, made early

in March, was so successful that yesterday the additional \$5,000,000 were taken up, thus aggregating \$10,000,000.

On reliable authority, it is stated that other Australian issues in New York are pending, but at present the negotiations regarding them are confidential.

AUSTRALIAN WHEAT AND FLOUR

Wheat.—Prices overseas have declined during the past fortnight, notwithstanding various attempts to stabilize the market by entering the market and purchasing large supplies. Reports from North America and other countries indicate that the world's visible supplies are very large, and buyers are showing no anxiety to obtain more wheat than is necessary for their immediate needs.

During the past two days cabled reports state that the position had improved somewhat as a fair demand for wheat was made by Germany and Italy and prices advanced a little. It is considered, however, that this is only a temporary increase, and the supplies available will probably force prices downward. Conditions in Australia have been extremely dull during the past month; few inquiries or buyers have been encountered.

While not definitely accepted, it is stated that the South African Government has prohibited the importation of wheat, and this has had a marked effect on the Australian markets as some very fair parcels of wheat are generally exported to Africa about this period of the year.

Holders are asking prices which are well above London parity, and there does not seem to be any likelihood of a change in conditions here until some definite improvement in the overseas markets. To-day's nominal price on the basis of a bushel of 60 pounds f.o.b. steamer at principal Australian ports is given at 4s. 9d. (\$1.16).

Flour.—The Australian export flour trade has been made increasingly difficult owing to declining wheat prices overseas. Millers here report that they cannot purchase wheat at equal prices to overseas millers and consequently they cannot compete. Mills are still limiting their production, but to keep their plants running they are obliged to export some flour for which they are being forced to accept very low prices. To-day's prices for standard quality flour, per ton of 2,000 pounds f.o.b. steamer main Australian ports are:—

	£	s.	
Packed in sacks, 140 or 150 pounds gross	9	0	(\$43.80)
Packed in hessian bags, 98 or 101 pounds gross	9	5	(45.02)
Packed in calico bags of 49 pounds gross	9	15	(47.45)

Freight rates are unchanged from those quoted on February 20.

AUSTRALIAN APPLE CROP, 1930

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, March 19, 1930.—It is considered by experts that the present apple season in Australia will be a very productive one in comparison with the 1929 season, which was a failure. According to official estimates this season's crop will approximate 9,500,000 bushel cases, of which Tasmania is expected to supply 4,000,000 cases, Victoria 3,000,000, Western Australia 1,000,000, South Australia 750,000, New South Wales 600,000, and Queensland 100,000 cases.

Exports will probably reach 3,500,000 bushel cases, which compare with 1,524,760 cases in 1929 and 2,175,240 cases in 1928.

The use of the Canadian apple case is growing in popularity in Australia for export purposes. It is also being much more largely used for inter-state shipments than in any previous season. It is recognized to be more easily and

attractively packed than the ordinary dump or bushel case, and its increasing use indicates that Australian apple growers are now paying far more attention to the class of container for marketing their produce than in former years.

Canadian apple cases are dutiable at 14s. (\$3.41) per 100 superficial feet, but this duty is refunded upon exportation and practically restricts the use of the imported case to overseas shipments. Cases for the domestic markets are made from local hardwoods, and undressed timbers admitted under departmental by-laws for making boxes at 1s. (24 cents) per 100 superficial feet.

WEST OF ENGLAND, SOUTH WALES, AND SOUTH MIDLANDS TRADE CONDITIONS

DOUGLAS S. COLE, CANADIAN TRADE COMMISSIONER

Bristol, April 1, 1930.—The iron and steel industry in the Midlands has had a better year than for some time previously. The blast furnaces received strong support from the foundries. The light castings trade with its many ramifications consumed a large amount of the pig iron produced, while the strides which Birmingham is making as an engineering centre is a source of strength to the foundries.

There has been no revival of iron smelting in the immediate area. The number of blast furnaces now operating in Warwickshire, Worcestershire and contiguous districts is only thirteen, the same number as a year ago. Normally there are forty-eight in the district as compared with 410 in the whole of the United Kingdom, many of which, however, will never be in operation again. The most notable event of the year was the action taken by the Midland producers to raise prices, which was initiated in February, 1929, and resulted in the formation of the Central Pig Iron Producers' Association.

MOTOR CARS AND CYCLES

Mass production is steadily advancing in this trade. The most intense competition is for the patronage of the new motoring public who buy 7-horse-power baby cars; their efficiency and high speed are amazing. In the medium-priced market the six-cylinder engine is gradually taking the place of the four-cylinder, whilst maintaining a low horse-power rate.

The English motor industry definitely scores in the construction of up-to-date omnibuses and other vehicles of large capacity. The new designs are far ahead of the present privately-owned motor car, which still has a mass of accessories on front and rear which are disfiguring.

In the cycle trade the selling season was shorter than usual which somewhat restricted the absorptive capacity. One Birmingham firm alone turned out a quarter of a million pedal bicycles between January and August, when the home season is ordinarily over. Export returns to the end of November show an increase of some 20,000 machines over the 1928 export figures of 310,000 for the eleven corresponding months.

The British motor car is having a more difficult time as regards export trade, for countries such as Germany, France and Italy, which used to absorb a large number of machines, have now developed their own manufactures.

ENGINEERING TRADES

The first three months of 1929 saw a decrease in unemployment figures in the engineering trades from 7.5 to 6.1; in later returns the percentage was up to 9.7, and at the opening of 1930 it was 7.1. The majority of the engineering trades are very responsive to depression or prosperity in the motor cycle or cycle factories and repair shops; between them over 800,000 insured persons in the Midlands find employment.

IMPROVEMENT IN THE HARDWARE TRADE

The hardware industry has had a year of steadier trade. Builders' hardware has been in good demand. Wire mills, while not producing to capacity, have done very well, and German competition has kept them alert. In the hollow-ware factories further progress is reported, particularly in enamelled ware. Largely as the result of the safeguarding duty placed upon wrought enamelled goods for domestic use, imports have shrunk by about 50 per cent. With additional security in the home market, British manufacturers have reduced their costs and have competed more successfully in neutral markets. In this trade imports are, however, still larger than exports in 1929 by 1,000 tons.

ARTIFICIAL SILK INDUSTRIES

The year has been a difficult one for manufacturers of artificial silk in Coventry and district, for the tendency of qualities and prices has been definitely downward. This has been strikingly illustrated by the price of artificial silk common shares on the stock market. The many new companies that were formed in the past two years have found great difficulty in disposing of their output and have been forced to accept prices which bear no relation to cost. Two outstanding producers by increasing the quality have withstood all market pressure, but they are the notable exceptions.

WELSH COAL TRADE

The year was an eventful one for the Welsh coal trade. Unfortunately, owing to the excessively heavy losses sustained in previous years, progress has not been as great as it might otherwise have been. Some well-known collieries passed into the hands of liquidators, with in some instances complete loss of capital; others passed at much reduced valuation into hands with the necessary capital to work them. During 1929 there has been a recovery in output of something over 5,000,000 tons, while the number of men employed has increased by over 20,000. Even with the improvement that has taken place, production is still 7,500,000 tons below that of the peak year 1913.

FOREIGN WAGES LOWER

The Cardiff *Western Mail Trade Supplement* for the year states that the wages costs of production in South Wales compared with other sources of supply are as follows:—

	Date	Wages, including Allowances, per Shift	
		s.	d.
Great Britain	June	9	7 (\$2.33)
South Wales	July	9	7 (2.33)
Germany, Ruhr	August	8	10 (2.14)
Upper Silesia	August	6	9½ (1.65)
France	March	6	4 (1.54)
Belgium	1928	5	2½ (1.26)
Holland	August	9	6 (2.31)
Polish Silesia	July	4	6 (1.09)

WELSH MINERS' WAGES

On the question of wages costs, the latest official return issued for South Wales was that of the Mines Department, dated October 2, giving statistics up to the end of July. These showed that the net cost of production in South Wales reached an average of 15s. 1·02d. (\$3·67) per ton, while the average price realized at the pit mouth was 14s. 8·59d. (\$3·57), showing a loss of 4·43d. (9 cents). Of the total costs the wages of the miners amounted to 10s. 1·71d. (\$2·46), the remainder being represented by stores and timber, management salaries, etc., miners' welfare contributions, and royalties, the latter being 7·95d. (15 cents) per ton.

WELSH TINPLATES

The present position of the Welsh tinplate trade is the brightest of all branches of the iron and steel industries. The 1927-28 agreement of the Welsh tinplate manufacturers with United States producers has had an excellent effect, but it has had repercussions in other ways. For instance, by the present arrangement foreign countries who were formerly customers of South Wales have become dissatisfied and are beginning tinplate production on their own account. Where already established on a small scale, such as in Germany, France and Spain, it has grown increasingly. The chief trouble with the Welsh tinplate trade is that prices are too high and the effect is the stimulation of foreign production. To the Welsh tinplate trade cheap steel is naturally an essential; in fact, 40 per cent of the cost of tinplate is represented by the steel content, yet there is not a single steel works in South Wales producing cheap suitable tinplate bars. It is natural that tinplate makers would prefer purchasing their steel on the home market, but price is the main factor in competition. The Welsh tinplate trade would undoubtedly like to see rationalization applied to the steel trade and a consequent reduction of prices.

UNEMPLOYMENT

If the registers of the unemployment exchanges were a precise gauge of the trade of this area, the retrospect for 1929 would be discouraging. Allowances must be made for increase of population, and the increased mechanisation of industry in judging the significance of unemployment in relation to the trade turnover.

The following table gives the average percentage rates of unemployment of insured persons in the three divisions of this trade territory:—

Division	Average Percentage Rates of Unemployment among Insured Persons		
	1927	1928	1929
South Western.. . . .	7.3	8.1	8.1
Midlands.. . . .	8.4	9.9	9.3
Wales	19.5	22.0	19.3

BANK CLEARINGS

Bank clearings for the trade centres of this territory, viz: Birmingham, Bristol and Leicester, show slight decreases for the year 1929 over 1928. This decrease applies to all three centres and is characteristic of the entire country.

WEST OF ENGLAND GRAIN TRADE REVIEW

DOUGLAS S. COLE, CANADIAN TRADE COMMISSIONER

Bristol, March 26, 1930.—Owing to a restriction in supplies from Canada, the Dominion lost in 1929 the position it has held almost without exception in recent years as the principal shipper of grain to the West of England.

Total grain imports by countries of shipment for 1929 with comparative figures for 1928 and 1927 were as follows:—

	1927 Tons	1928 Tons	1929 Tons
Total	927,531	804,696	774,665
Irish Free State	4,968	4,577	2,065
Southern Europe.. . . .	62,602	4,582	36,549
Northern Europe	2,922	7,892	18,377
Asiatic ports in Mediterranean.. . . .	4,726	1,391	....
India and Persian Gulf	113,433	71,105	52,642
Northern Africa	7,926	27,874	94,242
Canada:			
Atlantic ports	184,997	230,160	120,935
Pacific ports	37,955	126,392	95,033
United States:			
Atlantic ports	86,093	56,476	50,801
Pacific ports	30,229	25,860	19,010
South America	349,208	241,976	320,147
Australasia	41,482	6,411	34,864

The outstanding feature is the sharp increase during the past year in shipments from South America. And there is a considerable decrease from India and the Persian Gulf.

WHEAT

During the year there was a heavy decrease in shipments from both Vancouver and Montreal, and for the first time supplies from Canadian Pacific ports balance those from Canadian Atlantic ports. Increased imports from the River Plate have been heavy: 136,000 tons as against 73,000 tons in 1928.

Shipments of subsidized wheat from Germany mark another change in the trade; and these have been the occasion of vigorous protests from English agriculturists. Imports of wheat for the years 1926 to 1929 into the Port of Bristol were as follows:—

	1926 Tons	1927 Tons	1928 Tons	1929 Tons
Total	402,605	460,568	431,171	402,608
Irish Free State . . . . .	....	3	....	....
Northern Europe	4,367	1,057	4,679	8,512
Southern Europe	6,330	26,475	976	6,618
India and Persian Gulf	2,456	13,224	9,194	418
Canada:				
Atlantic ports	175,747	162,753	172,192	93,649
Pacific ports	61,860	37,955	123,436	92,294
United States:				
Atlantic ports	70,214	69,698	35,645	29,739
Pacific ports	7,994	9,194	7,488	1,067
South America	38,562	100,730	73,010	136,255
Australasia	35,075	39,479	4,551	34,056

During the year the highest grades of Manitoba wheats have been scarce in the Bristol Channel; they were available on the spot only on rare occasions. No. 1 Northern Manitobas have been quoted ex store in isolated cases, but there were no continuity of supplies. An occasional c.i.f. deal has been reported for both No. 1 and No. 2 Northern Manitobas, but these have almost invariably reached consumers without coming into the spot market. January, 1929, commenced with the wheat markets showing an upward tendency, Vancouver No. 3 and No. 4 Manitobas ex store rising fully 2s. (48 cents) per quarter during the month, and by the end of February a further rise of 2s. 6d. (60 cents) was registered, bringing the No. 4 Manitobas up to 52s. 9d. (\$12.83) per quarter ex store terms. Vancouver shipments attracted the bulk of the business during the early portion of the year, Atlantics generally asking about 9d. (18 cents) per quarter more money were dealt in, but in smaller proportions. March saw a gradual reaction with Atlantics now hardly quoted, and by early April Vancouver No. 4 had dropped back to 48s. 9d. (\$11.85) ex store. Depressing conditions continued, and in the first week in May a slump of nearly 4s. (97 cents) per quarter was recorded, the spot price of Vancouver No. 4 falling to 44s. 6d. (\$10.82). Atlantic No. 3 Manitobas became available in May with the spot value keeping fairly level around 46s. (\$11.19) until well into the month of June. On June 19 Atlantic No. 3 Manitobas had risen to 46s. 9d. (\$11.37) ex store, but one week later had jumped to 49s. (\$11.92), and by July 3 the price had risen to 54s. (\$13.13). An even sharper advance was experienced during July: about the middle of the month the same grade was 65s. (\$15.81) ex store. The high-water mark of 67s. 6d. (\$16.42) was reached on the last day of July, to be followed by a break of 7s. (\$1.70) per quarter in the first week of August. From that time values declined, with only occasional periods of steadiness, and business in Manitobas became very restricted for the remainder of the year. No. 3 Manitobas at the close of the year were short on the spot, and were valued around 54s. (\$13.13) per quarter, but have again declined since. On the whole, Manitoba wheats have been considered rather too dear as compared with Argentine offers, and with trading intensely difficult throughout

the greater portion of the year, buyers have been favouring the cheaper Rosafé product. When Canadian wheats were taken, the choice was on the lower grades.

BARLEY

A sharp decline in shipments of barley from Eastern Canadian ports is shown in the returns of the Port of Bristol. On the other hand, South European shipments have increased from some 3,500 tons in 1928 to 29,900 tons in 1929. Efforts are being made to improve the quality of Canadian barley for brewing purposes, and in this regard Manitoba is taking the lead.

Importations covering the past three years into Bristol are as follows:—

	1927 Tons	1928 Tons	1929 Tons
Total	190,426	166,158	158,634
Irish Free State	446	595	....
Northern Europe	606	46	510
Southern Europe	26,301	3,596	29,914
Asiatic ports in Mediterranean	4,519	927	....
India and Persian Gulf	97,199	56,247	48,771
Northern Africa	7,915	24,285	23,847
Canada:			
Atlantic ports	13,510	42,403	18,809
Pacific ports .....	....	364	2,739
United States:			
Atlantic ports	14,493	19,182	14,310
Pacific ports	21,035	18,363	17,943
South America	3,444	....	1,791
Australasia	958	150	....

The barley trade was very unsatisfactory during the year. Supplies from continental sources have been abundant, and prices on the whole have been against holders almost throughout the year. Canadian supplies were small in comparison with 1928; at times they were scarce, and on occasion unobtainable. The demand at the beginning of the year was fairly good; No. 4 Canadian Westerns were offering ex store at 33s. 6d. (\$8.12) per quarter, rising in value during the first two weeks of January to 35s. (\$8.51). Following this movement, however, a poorer trade forced values gradually lower, and prices declined by small margins, dropping early in May to 31s. (\$7.53) ex store. In July prices rose to 35s. (\$8.51), but in August the supplies of No. 4 Canadian Westerns became exhausted. Canadian feed barley was, however, available on occasion. In August it was quoted at 32s. 9d. (\$7.96), but fell 1s. 3d. (30 cents) per quarter before the end of August. Further declines were registered almost week by week until the end of the year, when the small supplies of Canadian feed barley were offering down to 23s. 6d. (\$5.71), to be followed by still further losses immediately following the opening of 1930. Severe losses have also been sustained in this section of the trade.

OATS

Importations of oats into the Port of Bristol are small. Canadian Atlantic ports are the chief sources of supply for such tonnage as is purchased. (In 1928 some 2,500 tons were shipped from Vancouver). The following were the imports, with countries of origin, for the past three years:

	1927 Tons	1928 Tons	1929 Tons
Total	19,670	28,532	22,387
Irish Free State	4,519	3,982	2,065
Northern Europe	440	1,286	6,712
Canada:			
Atlantic ports	8,698	15,452	8,451
Pacific ports .....	....	2,592	....
United States:			
Atlantic ports	1,633	646	1,421
South America	4,227	2,701	3,734
Australasia	153	911	....

The demand for oats appears to grow smaller each year. Holders have found only a dragging demand with keen competition from almost all sources. English oats were harvested in good condition, and this has been an important factor in restricting the market for supplies from overseas. At the beginning of 1929 mixed Canadian oats were quoted at 23s. (\$5.59) per quarter, and in February were as high as 24s. 6d. (\$5.95) ex store. Values kept fairly steady, but fell away to 23s. 3d. (\$5.65) early in March, declining towards the end of the month to 22s. 6d. (\$5.46). During April the quotation remained stationary at 22s. (\$5.34), but 6d. (12 cents) was dropped early in May, and at the end of that month the price was 20s. (\$4.86) per quarter, at which level values remained almost unchanged until July, when 20s. 9d. (\$5.04) was being made. No. 1 Canadian feed oats had in the meantime been offered at 25s. 6d. (\$6.19), but these soon went off the market. At the end of July mixed oats on one day rose as high as 21s. 6d. (\$5.22), but a decline soon set in and by the end of August 19s. 9d. (\$4.30) was being quoted. From this point there was practically no recovery and 19s. (\$4.62) to 19s. 3d. (\$4.68) was generally the value until the close of the year when available supplies appear to have been entirely cleared from the market.

MAIZE

Practically all the trade is confined to supplies from the River Plate; out of 185,000 tons shipped to the West of England in 1929, 178,000 tons were from this source. The trade during the past year was very unprofitable, and some heavy losses were sustained on stocks which sharply depreciated in value.

WHEATFEED

"Wheatfeed" is the new general designation in this country for mill offals, but the particular names—Sharps, Bran, Broad Bran, etc. are being retained. Prices have been surprisingly low throughout the year; even when wheat was rising sharply there was not much advance in the quotations for either sharps or bran. The highest point reached for sharps was 8s. 9d. (\$2.12) per cwt. ex mill, sacks extra, and the high-water mark for ordinary bran was around 8s. 3d. (\$2) ex mill, sacks extra. Farmers have had the advantage of these cheap feeds, but the trade has not been good, and the latter part of the year saw wheatfeed generally following the falling markets, and sharps were gradually reduced to around 6s. 6d. (\$1.58) per cwt. ex mill, with bran down as low as 5s. 7½d. (\$1.36) per cwt. Millers have in some cases been compelled to hold the price of flour owing to the falling values in sharps and bran; competition amongst country dealers has been intense. Foreign offals have been imported to some extent, but Plate pollards and fancy middlings have generally hung fire, with low prices taken to clear dear stocks. Altogether the grain trade has had a bad year—in some cases the worst on record.

CHANGES IN CONSULAR LIST

Notification of the following changes in the Consular List has been received from the Department of External Affairs at Ottawa:—

Mr. Philip Adams as Consul of the United States at Sarnia, Ont.; Mr. Frank C. Lee, as Consul General of the United States at Halifax, N.S., replacing Mr. T. Jaeckel; Mr. Bernard Gufler as Vice Consul of the United States at Vancouver, B.C.; and Mr. Louis Sotto as Acting Consul of Cuba at Ottawa during the absence of the Consul General, Mr. Gabriel de la Campa.

CENTRAL HEATING IN THE NORTH OF ENGLAND

GERALD A. NEWMAN, ASSISTANT TRADE COMMISSIONER

Liverpool, March 31, 1930.—The apparatus for central heating which is installed in homes and buildings in the North of England is designed to meet climatic conditions in which excessive cold is absent and an intense humidity prevails; the winter of 1928-29 with its maximum registration of 20 degrees of frost was quite exceptional.

The relatively mild winter temperature is perhaps the main reason why low-pressure hot-water heating is popular—if such a term may be used of a country in which, generally speaking, central heating is conspicuously absent—as compared with either steam or hot air. Though many large country houses and modern office buildings have been equipped with central heating for some time, it is only within recent years that it has begun to be in use in the homes of men with moderate incomes. Recently, however, heating engineers have reported a steady increase in this class of the public demand.

LOW-PRESSURE HOT-WATER HEATING SYSTEMS

In the large buildings now under construction in the North of England low-pressure hot-water heating is almost exclusively used. The water is heated in cast or wrought-iron sectional boilers and by gravity circulation in buildings which are not very high. A variation of this method of heating, and one which is being installed in two large Liverpool office buildings, is the panel system. It is similar to the radiator system, with the exception that the heating surface in the various rooms consists of the surfaces of the ceilings, walls or floors themselves which are warmed by jointless coils of piping embedded in the structure, the ceiling being favoured as the most suitable location. These coils take the place of radiators in the ordinary system, the hot water circulating through them either under gravity or an accelerated heat, as may be found expedient. Half-inch tubing manufactured from steel is usually employed, and the coils delivered to the site ready-made in standardized forms and sizes. The possibility of leakage is guarded against by testing the coils at the factory by air pressure at 500 pounds per square inch under water, and again tested after installation, but before covered by plaster or cement, by a hydraulic pressure of 200 pounds per square inch. The plaster is affixed in a special manner to prevent cracking. One factor which militates against the wide use of the panel, as compared to the radiator system, is the cost, but the representative of this particular system claims that the cost is the same as that of a high-class radiator installation, while the upkeep is less.

In houses, the heating of the water is done in a small water heater installed in the kitchen or scullery, as there are few basements in the modern houses now constructed. A combination cook stove, hot-water supply and heater is advertised for use in the home, but it is the general opinion that the use of such a combination is limited. One objection raised was that the fire necessary to cook a meal was too hot for ordinary heater purposes, and this would cause the house to be irregularly heated during the day instead of the uniform warmth that would be obtained by a separate unit.

In all low-pressure hot-water systems it is generally estimated that a difference of 30° Fahr. can be allowed for—i.e., if it is 30° in the open air, the house or building can be heated to 60° Fahr., which is regarded as the desirable warmth in any dwelling.

A rough estimate of the cost of a central water-heating system for an eight to ten-roomed house was placed at from £90 (\$438) to £120 (\$583.99), depending on the elaborateness of the design installed.

Another variation of low-pressure water-heating is used sometimes in public houses. It consists simply of a sealed tube of hot water which is led off from a fireplace where the water is heated by small coils. This device has a very limited use, and is only good for extending the heat from the fireplace to one large room or a room adjacent to it.

Most of the cast-iron radiators are supplied by two well-known manufacturing companies located in England, one of them having a parent company in the United States. It was also estimated that a large share of the cast iron boiler business was in the hands of the same two companies, although there are numerous small English manufacturers of boilers. With the trend towards the construction of higher buildings than those raised a few years ago, wrought-iron boilers are coming more into demand.

STEAM HEATING

A system of steam heating is sometimes used in large factories and office buildings, but seldom employed in houses. The objections made to its use are that its heat is too intense for this climate, and that it cannot be so easily controlled as hot water. Moreover, the automatic heating control which is necessary, combined with the heating system proper, in its initial cost and upkeep is said to be more costly than the hot-water method, although vacuum steam-heating plants which create heat approaching that of low-pressure hot-water circulation have a limited demand.

HOT AIR

It was pointed out by one engineer that a number of years ago hot-air central heating systems were installed in some of the larger houses which had basements, and while admittedly the systems used were old-fashioned, he believed the objections raised at that time to their use were applicable to-day. In the first place, the hot air was too dry, especially in a country like England where there is a heavy moisture content in the air; secondly, the danger of gases escaping from the fire pot and circulating through the house, as the air was in direct contact with the heating surface; and thirdly, the collection of dust in the ducts and the forcing of it through the rooms by the warm air current. Heating engineers consulted in Liverpool and Manchester were almost unanimous in their belief that hot-air furnaces could never be sold in large numbers in the United Kingdom. It was admitted that in some circumstances, where a current of air was desirable, such as in a theatre, a hot-air system might be suitable, but in general its use would be for drying purposes.

A number of makes of pipeless heaters are being advertised at present as suitable for homes without basements, but firms selling them have to advertise extensively in order to overcome public prejudice and the natural opposition of the heating engineers. It is stated, however, that one Canadian firm is finding a fair sale for a pipeless furnace in the South of England.

TRADE ORGANIZATION

A quarter of a century ago, the fitting of houses with heating apparatus was largely in the hands of ironmongers, but with the increased demand for central heating and the technical skill necessary to its successful installation, there developed the heating engineer who specialized in this work.

A householder wishing to have central heating in his home may consult an architect or he may go to a heating engineer direct. In the former case the architect will consult a heating engineer: the process is to all purposes to the same end. The engineer will draw up a plan for the particular house in question, submit estimates as to cost, and, if they are accepted, will supervise installation. The practice of having a consulting engineer draw up the plan, and then allow heating engineers to tender estimates on the one plan, is growing in

favour, but the first-mentioned practice is widely in use, especially in house installation. The heating engineer buys whatever parts he needs such as radiators, pipes and boilers, direct from the manufacturer. Manufacturers advertise in newspapers and magazines, and have salesmen who canvass the offices of the heating engineers. In many cases whatever stock is bought is shipped direct to the engineer from the factory. On the other hand, some manufacturers have branches in various parts of the country which carry local stocks.

Makers of valves may market their products through retailers, but in this case the heating engineer is allowed trade terms.

Heating engineers, with a few exceptions, avoid being agents for any particular make of heating apparatus, preferring to be free to specify in their plans whatever brand of boiler, etc., they wish.

Judging from the conditions outlined, it would seem essential for any Canadian company manufacturing central heating equipment, and wishing to introduce their products in the North of England, to establish a branch carrying stocks in order successfully to compete with English manufacturers, furnish service facilities, and control a sales force which would canvass the various engineers in each city.

SOUTH AFRICAN RESTRICTION OF WHEAT IMPORTS

C. S. BISSETT, CANADIAN TRADE COMMISSIONER

Cape Town, March 12, 1930.—The recent increases in customs duty on wheat and flour imported into the Union of South Africa have been followed by the Wheat Importation Restriction Act effective March 11, 1930,—an Act designed to promote an intensified effort to restrict wheat imports in order that the domestic market may be preserved for the South African producer up to the limit of domestic production. These duties were published in *Commercial Intelligence Journal* No. 1357 (February 1, 1930, page 202).

It was found, due to violent fluctuations in world wheat prices, that the increased duties were ineffective as protection to local producers, and the Government by virtue of the above act has assumed the power to control, restrict or prohibit wheat imports, depending upon the available supply of domestic wheat of the correct grades. The key to this action is the inability of the South African wheat producer to compete in the world's markets. He must sell his wheat to domestic millers because he cannot compete with overseas wheat producers, and the Minister of Finance has stated that the millers through their central buying agency have depressed the price to a figure considerably below the landed cost of imported wheat. The South African wheat grower has the natural protection of ocean freight costs, inland railage, customs duty and import handling costs, but even these, when the world price drops to the figure which has prevailed during the past few months, are insufficient, according to the farmer, to enable him to meet his cost of production. The latter admittedly is very high in comparison to that obtaining in other wheat producing countries, due to the comparatively unfertile nature of the South African soil which gives a low return—estimated at 9 bushels per acre—the irregularity of the rainfall, and old-fashioned farming methods. The representatives of the farmers state that a price of 25s. per bag of 200 pounds is necessary in order that a fair profit may be made out of wheat growing under present conditions. This is equivalent to \$1.83 per bushel at the elevator, which at present world prices is very high. The obvious course would appear to be to increase acreage returns, and thereby lower production costs, by means of the use of fertilizers, increased mechanization of farms, better tillage and more judicious selection of heavy-bearing varieties of wheat. These proposals have been made with considerable justification, as South African farming methods on the whole are notoriously backward. Further-

more, the millers state that the price offered for South African wheat, which in some cases was 20 per cent below the landed cost of Australian soft wheat, is controlled by the grade and therefore the milling quality of the wheat, which in last year's South African crop was considered to be poor. The comparison in all cases was made between South African and Australian wheats, both of which are soft, and not with Canadian hard which is in a different category. A further important factor is that South Africa does not produce her own total requirements of wheat; a certain proportion must be imported. The usual annual consumption is from 13 to 14 million bushels. The estimate of the domestic 1929-30 wheat crop is 10 million bushels, but this will constitute a record crop for the Union. Normally the imports, depending upon the domestic crop, fluctuate between 3 and 8 million bushels per annum of both hard and soft varieties. Under these conditions the millers took advantage some months ago of the low world price of wheat to contract for their imported supplies up to the maximum amount which they considered might be necessary if the present Union crop were short. This crop has turned out to be a record one with the result that there is no local market for it and it cannot be exported except at very heavy loss. In order therefore to ensure a market for it after present millers' contracts have expired the imports of wheat are to be prohibited entirely or restricted, as the case may be. It has been stated that the combination of last season's carry-over, the present large crop and the millers' contracts for overseas wheat will suffice the Union's needs until October, 1930. It is most probable that soft wheat at least will be prohibited entry until approximately that date.

Although no distinction is made in the Act between soft and hard wheats there must be one in actual practice. South Africa does not produce hard wheat and the greater part, if not the whole of the hard wheat imported comes from Canada. This is used entirely for blending purposes in the ratio of one hard to four or five soft, in the better grade flours. It is not expected, therefore, that the imports of Canadian hard wheat will be restricted except in very small degree. Such restriction will depend to a certain extent on the price of Canadian hard wheat as the imports vary slightly, due to the practice of the millers of varying the mixing ratio within narrow limits in accordance with the price of hard wheat.

As a safeguard to the baking and milling industries and the consumer against monopoly control of the situation by the farmers the Act does not prohibit or restrict in any way the import of either hard or soft flour. Should prices be held up unduly the miller or baker may import flour in order that no increase in the price of bread may be necessary. There has been some talk of the formation of a wheat pool, but with this Act now in force it is unlikely that any co-operative movement will be instituted.

BRITISH WEST INDIES SUGAR CRISIS

R. T. YOUNG, CANADIAN TRADE COMMISSIONER

Port of Spain, March 27, 1930.—The commission appointed by the Imperial Government, over which Lord Olivier presided, to investigate the condition of the sugar-producing industry in the British West Indies, has presented its report, and it has now been published.

The commission summarize their recommendations for general assistance to the West Indies sugar industry as follows:—

- (1) His Majesty's Government should make resolute endeavours to eliminate, in concert with other Powers, the disturbing factor of high tariff and subsidy.
- (2) Meanwhile a single purchasing agency should be set up to purchase all sugar for the United Kingdom, buying Imperial sugar at £15 per ton c.i.f. and other sugar at market prices.

- (3) By way of an immediate moratorium, the British preference on Imperial sugar should be raised as quickly as possible to 4s. 8d. per cwt.
- (4) Pending the conclusion of an international agreement as in (1), or establishment of a single purchasing agency as in (2), the duty on sugar should not be reduced below 4s. 8d., under which tariff Imperial sugar would be admitted free provided the total price obtained does not exceed £15. As a condition of the assistance recommended, the Colonial Governments should take effective action to prevent the sale of foreign sugar in the colonies at less than f.o.b. price of Imperial sugar.

Recommendations are also made in their report providing for deeper scientific research, for the improvement and better organization of cultivation, transport and manufacture, and for the development of alternative industries and the promotion of peasant settlements and co-operation.

The Governments of the West Indies Colonies and of British Guiana are now in receipt of a reply from the British Government as to the attitude to the report of the commission, which is in effect that in so far as the first of the above recommendations is concerned, no early results can be expected from any action which may at present be under way, but that His Majesty's Government will consider what steps they can take in the matter.

Regarding the proposals in the third and fourth recommendations of the Commission, quoted above, which involve the British import duties on sugar, the Secretary of State for the Colonies states that it is impossible in any way to anticipate the budget statement, but he observes that on July 9 last the Chancellor of the Exchequer stated in the House of Commons that the Government would not deal with the difficulties of the sugar industry by way of a preference, but that so long as there was a duty on sugar the preference would be maintained.

The Imperial authorities further point out that a guaranteed price of £15, as recommended by the commission in their second recommendation, would have the effect of placing an additional tax on the already overburdened United Kingdom taxpayer of some million pounds sterling per annum, in order to contribute to the sugar industries of the colonies, and the Government was not prepared to ask Parliament to impose this burden on the British taxpayer.

The British Government have already made a proposal to the West Indies Colonies and to British Guiana offering to associate themselves with the Colonial Governments in bearing a proportion of any loss that might be incurred in financing the cultivation of the next crop, but this proposal has not been favourably received.

A grave situation exists in the British West Indies in regard to sugar cultivation and marketing. In Trinidad more than one-third of the population is entirely dependent upon the cultivation of sugar cane and its manufacture for their livelihood, and under present conditions estates cannot continue to produce at the losses which they are now incurring.

In Jamaica the Government has undertaken to subsidize the sugar industry in that island so as to ensure to producers the price of £16 a ton (2,240 pounds), in so far as the difference between the price at which the sugar is sold and the subsidized figure of £16 does not exceed £2 per ton.

This year's crop in Trinidad is estimated at between 70,000 and 80,000 tons, and the present f.o.b. value for 96 per cent Dutch standard is about £10 10s. per ton. To equalize the cost of production, it is considered that £15 per ton would be the minimum figure at which Imperial sugar could be purchased. The difference between this sum and the present market price is £4 10s. per ton, so that the anticipated loss that Trinidad will sustain on the 1930 crop is in the neighbourhood of £300,000 sterling.

AGRICULTURE IN GRENADA

R. T. YOUNG, CANADIAN TRADE COMMISSIONER

Port of Spain, Trinidad, March 26, 1930.—A report recently issued by the Imperial Department of Agriculture for the West Indies on the agricultural industry in Grenada, discloses some interesting facts. Grenada is entirely dependent on agriculture, and has reached a high stage of development in that industry for a tropical colony. It also supports a large population in proportion to its area, and the value of products exported is high in value to the area of production. The following table makes a comparison between Grenada and several other representative tropical countries in different parts of the world:

Country	Population	Area Sq. M.	Pop. per Sq. M.	Exports	Exports per Sq. M.	Head
Barbados	168,000	166	1,012	£ 1,600,000	£9,638	£ 9.5
Java	37,000,000	51,000	727	133,000,000	2,430	3.7
Grenada	66,000	133	496	510,000	3,735	8.0
Porto Rico	1,300,000	3,500	380	21,000,000	6,000	16.0
St. Vincent	51,000	150	340	146,000	970	3.0
Ceylon	5,300,000	25,000	212	30,000,000	1,200	6.0
Jamaica	954,000	4,700	203	4,300,000	915	4.5
Trinidad and Tobago.	392,000	1,976	198	6,000,000	3,030	15.0
Leeward Islands.	125,000	715	175	670,000	935	5.3
Cuba	3,600,000	44,000	81	66,000,000	1,500	19.0
British Guiana	310,000	90,000	3	3,500,000	39	11.0

The above table shows that Grenada stands third in density of population and in the value of exports in proportion to its area, and is sixth in value of exports per head of population. It also shows that the island is cultivated to a high degree and is capable of supporting a dense population. The report points out that the area of good land not at present under agricultural cultivation or which is used for other economic purposes is comparative small. Therefore the main problem which confronts the colony is how to best improve profitably those areas under production.

SUGAR PRODUCTION

Formerly the main industry of the colony was the production of sugar, but this is now of small importance; in fact not sufficient sugar is produced to meet local requirements. From time to time various proposals have been made to revive this industry, but the area of conveniently situated good land which might be available, and which could be used without sacrificing other existing crops, is not sufficient to warrant the necessary capital expenditure on a modern factory. The report points out that various improvements could be made at little cost, such as the cultivation of a better class of canes; the establishment of nurseries, and replanting systematically; also the paying of more attention to drainage and general cultivation. Not only is the local production of sugar unequal to the demand, but the same holds good in the case of rum, the production of which in 1928 amounted to 57,201 proof gallons.

COCOA

The principal crop of the colony is and has been for many years cocoa. Generally speaking the standard of cultivation is high, much attention being given to tillage and fertilizing, as a result of which the crops are more uniform than in some of the other West Indian Islands. During the period 1911 to 1920 the lowest cocoa crop was approximately 11,000,000 pounds and the highest 14,000,000 pounds, while in Trinidad during the same years the annual range was from 42,000,000 pounds to 70,000,000 pounds, or a difference of 12 per cent and

27 per cent respectively below or above the average. The report draws attention to the fact that there is still room for improvement, and under the direction of the agricultural officers of the colony, who visit the estates regularly, any weaknesses in methods of cultivation or signs of disease affecting the crops are pointed out to the owners. Exports of cocoa in the years 1926 to 1928 were as follows (in bags of 180 pounds): 1926, 51,706; 1927, 58,771; 1928, 58,234.

NUTMEGS

Nutmegs constitute the second most valuable crop of the colony, and thrive remarkably well, particularly in the elevated districts where there is a heavy rainfall. This tree thrives so well that it has been interplanted with cocoa, but there is much discussion as to whether the two crops can profitably be grown together, and it seems to be the opinion of authorities that this interplanting will eventually result in the destruction of the cocoa. The nutmeg tree does well with very little attention, but it responds to cultural treatment, and the use of fertilizers is now a practice among the well-established growers. Fortunately the tree has been free from diseases and pests, with the exception of one soil fungus which attacks the tree, in which case there is only one remedy, destruction by burning of the diseased tree. Production and value over the past eight years were as follows:—

	Quantity Lbs.	Value £
1920-21	2,171,680	49,215
1921-22	2,047,248	46,266
1922-23	2,764,160	62,173
1923-24	2,166,416	80,897
1924-25	2,342,928	131,624
1925-26	2,516,256	138,585
1926-27	2,276,848	102,454
1927-28	2,259,152	90,408

OTHER CROPS

In Grenada coconuts are a comparatively new crop, and while there are a number of old trees, the percentage of new ones is very large. In some localities they are of a very good type, but they have planted on lands which were available only because they were not considered suitable for cocoa, but they are in turn unsuitable for coconuts in that they are on semi-barren hillsides which are so impoverished that to fertilize them would be uneconomic; the trees will never produce profitable crops.

There are many suitable areas in the island for the growing of bananas which do remarkably well, but the cultivation of the Gros Michel banana on a large scale must always face the potential menace of Panama disease. In the past endeavours have been made to establish an export trade, but this came to an untimely end. At that period the island was capable of supplying 500 bunches per week or 220,000 per annum.

Citrus and other fruit are produced in Grenada, but no attempt has been made to grow standard varieties, and until this is attempted little hope can be held out for the development of export trade.

The small island of Carriacou—a dependency of Grenada—is mainly occupied by peasant owners, who produce sufficient food crops and domestic animals for their own use, disposing of any surplus. These peasants also grow Marie Galant cotton as a cash crop, but as their requirements are few, there is little incentive to produce large crops for sale or to work for others, and it is difficult to find a remedy for this situation.

Attempts have been made to improve the live stock of the colony, and with this end in view a certain number of Holstein cattle have been imported from Trinidad and from Canada.

AGRICULTURAL INDUSTRY IN INDIA

H. R. POUSSETTE, CANADIAN TRADE COMMISSIONER (FORMERLY OF CALCUTTA)

III

The Crops

RICE

The cereal which covers the greatest area in India is rice, the area sown being in the neighbourhood of 80,000,000 acres. This crop requires a moist climate with regular rainfall. Rice is sown in various ways, by broadcasting, by drilling, and by transplanting from a seed bed where it has originally been sown by the broadcasting method. From the earliest times rice has been cultivated and is the staple food of a substantial proportion of the population. The provinces in which it is principally produced are Burma, Bengal, Bihar and Orissa, and Madras.

Rice is threshed by beating it on a board or leg of wood placed over a large cloth which is so disposed as to catch the beaten-out grain. Another method is to trample it under the feet of oxen—a method that is employed for other grains. Burma rice, known as "Rangoon," at one time practically dominated the markets of the world, but this primary position has been lost in recent years owing to the competition of Indo-China, Italy, and several other countries. And not only that, but Saigon rice has been imported into India in competition with home-grown. Burma is well adapted for rice growing and that province will require to devote close attention to improving the quality of its grain if it is to regain its former position. The Department of Agriculture of Burma has had some success in introducing an improved strain. Two years ago this was being sown to 300,000 acres. This seed was said to yield an increase over unselected varieties of from 200 to 500 pounds per acre. These improved strains are said to be popular with millers, as they do not break in the process of being ground.

WHEAT

India is one of the largest producers of wheat in the world, although the volume of the crop varies from year to year, as does also the acreage sown. In the year 1928-29 wheat was sown to 29,871,000 acres, and the production was estimated at 3,985,000 metric tons.

The bulk of Indian wheat is grown under irrigation, chiefly in the Punjab, Northwest Frontier Provinces, the United Provinces, and Central Provinces. Like rice, most of the threshing is done by primitive methods, and the same applies to sowing and reaping. It is sown broadcast, cut with a hand sickle, and is largely threshed out by being trampled under the feet of bullocks. At the same time, modern machinery and implements are more employed in connection with wheat than with any other cereal.

A good deal of success has met the efforts of the Agricultural Department to increase the outturn of wheat largely by the use of selected seed. The most profitable wheat bred in India is that known as Pusa 12, as it is very adaptable to Indian conditions and has a high yielding power. Yields as high as 27 cwt. to the acre have been obtained. It has been stated that the introduction of Pusa wheat in India marked a greater advance than that of Marquis wheat in Canada, owing to the backward condition of the former and the small attention paid until recent years to the improvement of seed. Other types of wheat have been fixed in recent years by hybridization.

India imports a considerable quantity of wheat from Australia from year to year, and occasional shipments from Canada have been received in recent

years. Italian wheat of the best quality produces an excellent grade of flour, but the consumers say that this is only available for the first three or four months after the harvest is gathered; later apparently the quality deteriorates. There is no country elevator system in India, nor indeed is there one at the ports. When wheat is shipped from this country it has to be bagged, and in this way is carried by the railways from the point of origin. Owing to favourable climatic conditions elevators are not used in the interior, although undoubtedly it would be to the benefit of the trade if the grain could be cleaned and graded. Another point in connection with the collection and storage of wheat in the interior is that cultivators are compelled when their crop is harvested to more or less take the price offered. If a co-operative selling scheme could be organized, it would be of immense benefit to the small peasants, as it would enable them to obtain an advance to tide them over their immediate necessities and to sell to the best advantage.

MILLET AND PULSES

Millet and pulses are extensively grown in India since they are widely used as food for both man and beast. The acreage sown to the two together ranks next to that put under rice. One substantial advantage enjoyed by the pulses is that they require a very small supply of nitrogen in the soil and consequently are able to withstand drought.

TEA

Tea is one of the most important crops produced in India, taking into consideration the value of the crop and the amount of capital invested. In 1927 the area sown amounted to over 752,900 acres, chiefly in the province of Assam, and the quantity produced was approximately 390,920,000 pounds. During the last ten years the tea industry has suffered vicissitudes. Some three years ago the tea industry of India and Ceylon enjoyed a considerable amount of prosperity, but at the present time, owing to large crops, heavy world supplies, and lower prices, it is experiencing one of its lean periods. Up to the time of the war the tea industry was very profitable for those parts of India and Ceylon in which it was grown, but owing to excessive production, the collapse of the Russian market, and decreased demand from other parts of the world, the industry passed through a severe crisis. It emerged from this, however, and seemed to be in for an indefinite period of prosperity until the slump which set in about two years ago. One advantage enjoyed by the tea industry is that it is not dependent, or only to a small extent, upon India as its market.

The tea industry became of importance in India about the middle of the nineteenth century, when its cultivation was begun in Assam, and a few years later in the country about Darjeeling in the foothills of the Himalayas. The production of about 200,000,000 pounds at the beginning of the century has been increased to about 400,000,000 pounds at the present time. It is characteristic of the tea plant that it requires an enormous amount of moisture, and consequently can only be grown where the rainfall is excessive.

The tea industry is suffering from overproduction, which appears to affect all growers. There was some prospect a little while ago of growers in India and Ceylon coming together with a view to curtailing production, but it is doubtful if there would be sufficient co-operation to make this scheme successful. The other alternative is to increase consumption, and that would seem to offer the greater likelihood of success. In recent years, by skilful advertising and publicity work, the consumption of tea has been enormously increased in India itself.

In the last few years substantial sums have been expended by the Indian Tea Committee on publicity in the United States and on the Continent. A

good deal of criticism has been levelled at the efforts to popularize Indian tea in the United States, and it is stated by some that the results have been meagre. What would seem to be needed is not so much propaganda work on the part of India alone, but rather combined publicity by India, Ceylon, and Java. It does not seem to be of much use to advertise Indian tea specifically, when tea in itself is not popular as a beverage or in common use. If the American people could be weaned from the use of coffee to even a small degree in favour of tea it might solve the problem of the industry. One authority in Canada has expressed the opinion that if India, Ceylon, and Java would expend \$2,000,000 or \$3,000,000 a year on advertising in the United States, it would add 2d. a pound to the value of the commodity. As it is, India as a whole does not spend as much money on advertising in the United States as one well-known Canadian tea company. Canada is a good customer for Indian tea, and the trade is stimulated by the Imperial tariff preference, the full benefits of which are extended to India.

COTTON

Cotton has been grown in India from the earliest times, and at one period the country was famous for the fineness of its hand looms, and the muslins produced at Dacca have never been surpassed by human skill.

Cotton is grown extensively in many parts of India, and what is known as the black cotton soil—which is a deep, dense clay—is particularly favourable for its production. Cotton is produced over an area of about 25,000,000 acres, and according to the last figures available, the yield approximated 23,584,000 centals, of which about 11,000,000 centals were exported. While raw Indian cotton is exported to a number of countries, the chief purchaser is Japan, followed by China and Italy. In connection with Japan's heavy purchases, the cotton thus exported is manufactured into piece goods in that country and in this form sold back to India in considerable quantities.

A good deal has been done in recent years to improve the quality and yield of cotton. One of the factors militating against the industry has been the mixing of the crops. The ryot paid little or no attention to the quality of the seed he sowed; but until recent years no provision was made to ensure a supply of good seed. Happily, owing to the efforts of provincial agricultural departments, a considerable improvement has taken place, and pure strains of seed bred by these departments have been sown over an area of between 3,000,000 and 4,000,000 acres. Provincial agricultural departments have done a great deal to improve the class of cotton produced by seed selection, hybridization, and the importation of an improved seed likely to produce a superior crop that will thrive under Indian conditions. These efforts as yet are too new to produce substantial results, and for the most part the cotton grown consists of the short-staple variety.

The cotton industry of India is of considerable importance, although in the last few years it has been passing through most difficult times. Mills in the Bombay area suffered from a strike that continued spasmodically for a year or more. Although the cotton industry has been given a certain amount of tariff protection, importations are substantial. Probably what the manufacturing industry requires more than any other thing is an increase in the prosperity of the country so that the domestic market can take care of the output without difficulty. A realization of this is now coming over the country, and manufacturers in India, looking more to the home market, are appreciating with constantly increasing force that the basic factor in India's economic structure is the peasant and that they can only prosper when he prospers.

JUTE

Jute is one of the most important crops in India and the industry has this advantage, it is not dependent upon the domestic market for its prosperity.

Since the middle of the last century the demand for jute products has been steadily increasing—a factor that has naturally added to its value. The jute industry had its most prosperous era during the years of the war, when enormous quantities of cloth were used in the manufacture of sand bags. Up to the middle of last century no jute was manufactured in India, the raw product being shipped to Dundee. From the early beginning with one mill in the late fifties of the last century the industry has expanded until now there are nearly one hundred mills actively producing. They have a capital of over \$82,000,000, have 50,000 looms and over 1,000,000 spindles, and give employment to 350,000 hands. Since the beginning of the present century the number of mills has expanded by about two and a half times, the looms four times, and the spindles by about three times. At the beginning of the century a little over 200,000,000 gunny bags were manufactured as against 450,000,000 in 1927. The number of yards of gunny cloth produced increased from 182,000,000 to 1,500,000,000.

SUGAR

According to the *Indian Year Book* for 1928, sugar was cultivated over an area of a little under 3,000,000 acres. The area planted to sugar cane varies by from 200,000 to 300,000 acres. Sugar is grown almost entirely by irrigation, except in certain parts of Bengal where there is sufficient moisture to make it independent of artificial aids. The total sugar cane produced in 1927-28 was just a little under 3,000,000 tons—a quantity that is not nearly sufficient for the requirements of the country. Large quantities of sugar are imported annually, principally from Java, although occasionally Canada has been able to sell a cargo. In 1926 quite a fair quantity of sugar was exported from this country to India, and owing to its superior qualities was able to command a slightly enhanced price over the Java product. Since then, however, owing to the exigencies of the market, no further shipments have been made.

Sugar cane, like other crops mentioned, has received a good deal of attention from the agricultural departments, although improved strains do not seem to have been sown to the same extent as some of the other crops. In 1927, according to the report of the Director of Agriculture of the Central Government, better grades of sugar cane were sown over an area of 200,000 acres. While a modern type of sugar factory has recently been established in some parts of the country, the method of grinding is for the most part antiquated and wasteful. According to Mr. Ruchbrook Williams, the average yield of sugar cane is about one ton to the acre. A variety known as S48 has been successfully acclimatized. Acclimatization of varieties has usually proved a failure in India, the greatest success having been met by the isolation of the best in indigenous mixtures. It would be accordingly to the advantage of the country if India were self-sustaining in the matter of sugar, as naturally large sums of money have to go out of the country to make the supply balance the demand.

COFFEE

The Indian coffee industry is older than the tea industry, and has been carried on for about a hundred years. It has greatly diminished in importance in recent years owing to the reduction in the price of the commodity, largely owing to the enormous quantities produced and sown by Brazil and dumped on the world's markets. The industry is confined more or less to the southern part of the country, comprising a portion of the Madras Presidency of the states of Mysore, Travancore, and Cochin. According to the *Indian Year Book*, it is sown over an area of a little under 100,000 acres.

Coffee requires conditions somewhat similar to those which apply to tea, in that it grows to the highest perfection at an altitude of between 2,000 and

5,000 feet and requires much moisture. On the best plantation as much as 12 cwt. has been produced to the acre, although 400 pounds may be taken as a fair average year in and year out. India can produce excellent coffee.

GROUND NUTS

The production of ground nuts, known in Canada as peanuts, has become of increasing importance. This crop thrives on well-drained open soils where the rainfall is well distributed. It is a self-fertilizer. A good deal of progress has been made in improving the strains in recent years. Fortunately the problem connected with its improvement is fairly simple, depending upon the isolation of rapidly maturing disease-resisting types suitable for local conditions.

Ground nuts in India are grown for the oil which they produce. Under the mistaken idea that they were suitable for edible purposes, a small shipment was imported into Canada last year which naturally resulted in a loss. Production has more than doubled in the last few years.

Ground nuts are principally grown in the Madras Presidency. While the development of the industry is encouraging, the practice of damping the nuts before decortication is an obstacle to success, and leads to a loss of condition on the voyage and particularly to the production of free fatty acids. The kernels become black and rancid in transit due to heating, and the extraction of the resulting free fatty acids adds considerably to the cost of refining the oil. The oil thus expressed is said to be inedible and has to be used in the manufacture of soap.

OIL SEEDS

Oil seeds such as linseed, sesamin, rape and mustard and some other varieties are sown over an acreage of approximately 15,000,000.

RUBBER

Rubber, compared with other crops, is of comparative unimportance. It is grown over an area in Southern India and Burma of something under 150,000 acres; production in 1927 was 260,423 centals. With the present low price of rubber there is little encouragement to increase the area, particularly as the industry is hampered by the necessity of combating disease. It is necessary to spray the rubber trees fairly heavily, and this is somewhat expensive. An attempt was made two years ago to introduce Canadian spraying machines, but without success. The most popular machine on the market is produced in the United Kingdom.

OTHER CROPS

Other crops produced, but of considerably less importance, are indigo, chinchona, opium, tobacco, and cocoanuts.

The tobacco industry is becoming of increasing importance. It is grown over widely extended areas, and owing to the efforts of government departments and one very large tobacco organization, the quality has been steadily improving. Tobacco requires a high standard of cultivation and liberal manuring. The area sown, according to the latest figures available, has varied extremely little for a period of seven years, remaining more or less steady at about a million acres. In the early days little attention was paid to the quality of the product or to the best methods of curing. The cultivator thought only of the size and nothing of the quality, and he made it a point to include as much of the stock as would be passed by the purchasers.

While the hookah is still in wide use throughout India, there is no question that the demand for a cheap cigarette is greatly on the increase. To meet this the experimental station of Pusa has bred a type known as Pusa 28, which in colour, texture, and flavour is highly suitable for the purpose required.

DAIRY INDUSTRY

The greater part of the milk supply is obtained from the buffalo. This animal is peculiar in that it has high digestive power, and can thrive where well-bred cattle would starve.

It is only in recent years that dairying has come into prominence. For many years the Army in India have had their own dairy farms in order to provide pure milk of good quality for the soldiers, but as a commercial enterprise the industry is of small importance. So far as the supply of milk is concerned, and the manufacture from it of cheese and of native butter known as ghee, the industry can be said to be of some importance, but it is not scientifically undertaken. One commercial company has some excellent dairy farms, and is producing milk and dairy products by modern machinery and under sanitary conditions. Unfortunately, an immense quantity of milk is sold which must be full of bacteria owing to the insanitary conditions under which it is produced. The dairy industry has many difficulties with which to contend, one of them being due to the religious belief held by the Hindus. No orthodox Hindu will take the life of cattle even although a beast may be utterly useless for any purpose or even in a dying condition. One of the principal tenets of the Hindu religion enjoins the sanctity of kine. The consequence of this is that the country is sustaining a vast number of cattle which are useless either as draft animals or as producers of milk or for food, and yet are consuming the supplies of fodder which are all too meagre. Moreover, some classes of the people consider it undignified to breed horned cattle.

One writer has stated that the inadequate supply of fodder is at the root of the cattle question in India. While there is a large number of work cattle and buffaloes in the country, estimated at 200,000,000, the difficulty that presents itself everywhere is to feed them. Unfortunately little is known about silage. Agricultural departments are making strong efforts to persuade the producers to provide in the growing months sufficient stores of fodder to take them over the dry season. New crops of fodder grasses are also being introduced and these are thriving in many part of India. Apart from the rice areas, India can produce a fine type of animal when they are properly fed and cared for, extremely hardy and immune from disease.

No meat or dairy products are exported from India, although there is a fair trade in hides and skins. It is to be hoped that in time India will produce a stronger type of bullock in order to enable a larger plough to be used.

AGRICULTURAL COMMISSION

With a view to assisting agriculture, a Commission under the Chairmanship of Lord Linlithgow was appointed 1926 to study conditions in India and to take evidence, and commenced its labours in the autumn of the same year. The Commission issued a voluminous report in June, 1928.

The Commission made three principal recommendations: (1) Establishment of an Imperial Council of Agricultural Research; (2) Formation of land mortgage banks with the assistance of the Government; (3) Establishment of regulated markets as a means of solving the cultivator's marketing difficulties. The report of the Commission examines the various problems that confront agriculture in India, most or all of which have been touched upon in this report—i.e., debt, fragmentation, seed, selection, manures, implements, and cattle.

The Commission was evidently firmly impressed with the benefits which may be hoped for from an extension of the co-operative movement and it thus records its opinion: "The greatest hope for the salvation of the rural masses

from their crushing burden of debt rests in the growth of a well-organized co-operative movement”.

After making various recommendations and suggestions the Commission made the following comments:—

Throughout our report we have endeavoured to make plain our conviction that no substantial improvement in agriculture can be effected unless the cultivator has the will to achieve a better standard of living and the capacity in terms of mental equipment and physical health to take advantage of the opportunities which science, wise laws, and good administration may place at his disposal. Of all the factors making for prosperous agriculture, by far the most important is the outlook of the peasant himself.

The Commission went on to say that “the demand for a better life can, in our opinion, be stimulated only by deliberate and concerted effort to improve the general conditions of the countryside, and we have no hesitation in affirming that the responsibility for initiating steps required to effect this improvement rests with the government”.

But the Commission fully recognized that success on a large scale could only be rendered permanent if the sympathy, interests, and active support of the general public could be enlisted, since so vast is the population and so extensive are the areas concerned that no resources which could conceivably be commanded by the State would be adequate to the task in hand.

AGRICULTURAL PROGRESS

For those who have the welfare of the ryot at heart, there are many things profoundly to discourage, but, on the other hand, there are also signs that afford a good deal of hope. One of the latter is the great success which was achieved by a Deputy Commissioner in the district of Gurgaon, who set himself to improve conditions and to inspire in the people a desire for a higher standard of living. The method of accomplishing this is set forth in a clear and interesting manner by the Deputy Commissioner referred to, Mr. F. L. Brayne, I.C.S., in his book entitled *Socrates in an Indian Village*. It takes the form of imaginary conversations held between the villagers and the Deputy Commissioner in the role of Socrates. In simple words which they could understand, and yet without mincing matters, the truth was driven home to the people. In his foreword of this little book His Excellency the Viceroy practically endorses all of Mr. Brayne's work, and stresses the fact that the author has given a clear and much-wanted lead. In his preface the author says: “The whole object of *Socrates* is to make the villagers think.” It is claimed that the Deputy Commissioner and his wife by working together have turned a sullen peasantry into a happy, joyous people living in clean villages, adding largely to their earning powers, and learning how to eradicate disease.

What has been done in one district should be possible in another, and as the Viceroy remarks, a lead has been given, and it is sincerely to be hoped that this will be followed by others.

The problems which confront a great part of India should not seem more insuperable than those which confronted the Southern States in comparatively recent years. Mr. Albert Howard in “Indian Agriculture” remarks that “in the early days of the present century the industrial and educational development of the Southern States of America had fallen very much behind that of the North. At that time rural conditions in the Southern States resembled those which obtain to-day in the more prosperous areas of India. The population was poverty stricken and mainly agricultural. There was great backwardness both in education and in industries; economic conditions were generally unfavourable. The average earnings of the agriculturists of the South were

only about 15 per cent of those of the farmer of the Northern States. The problem was how best to help the backward South." The author apparently believes that the problems which were overcome in the Southern States can also be overcome in India, provided they are tackled energetically and intelligently.

ZEMINDARS

There is a class in India who could help enormously in solving the country's agricultural problems if their interests could be aroused and their co-operation enlisted, namely, the zemindars or large land-owners. Unfortunately up to the present they have shown little interest in agriculture as a science. Mr. G. S. Dutt, I.C.S., in his book on *Village Re-organization*, mentions that he knows of cases where zemindars are canvassing round to obtain employment at Rs. 50 a month for their educated sons, although they have land in the country which is running waste for want of cultivation. It is unfortunate that these young men, who, educated and intelligent, might do so much to encourage the practice of scientific methods in agriculture, show so little taste for this vocation.

Canada should be greatly interested in the questions discussed in this report. India provides a market for many commodities which are manufactured in the Dominion, and consequently any movement tending to promote the prosperity of that country should be of interest to Canadian industrialists. An improvement in agricultural methods will not only lead to a demand for agricultural implements and machinery, but also for pumps, road machinery, fertilizers, electric material, and many other products. If the peasant can be assisted to increase his income by only so much as five cents a day, its effect upon the trade of the country would be enormous.

MARKET FOR HORSE-HAIR IN FRANCE

MAURICE BÉLANGER, ASSISTANT TRADE COMMISSIONER

Paris, March 29, 1930.—A number of inquiries have been received from French firms who desire to be placed in touch with Canadian exporters of horse-hair. Whereas a few years ago sufficient supplies were available in France to meet the demand, these have steadily decreased since the advent of the motor car and tractor, and in recent years large quantities have been imported.

Imports into France for the years 1927, 1928 and 1929 were 2,195,580, 3,480,960 and 3,274,500 pounds respectively. French import statistics do not specify countries of origin for this commodity, but it is understood that the greater part of the demand has been supplied by Argentina and Uruguay, and that small quantities were imported from Canada.

Prices.—The prices paid for horse-hair in France vary greatly with the quality. According to importers, a quotation of 27 francs per kilo (about 50 cents per pound) c.i.f. Havre for good-quality tails would be attractive; the mane should bring about 11 francs per kilo (about 20 cents per pound), and tail combings about 30 cents per pound.

Quality.—Importers state that the horse-hair obtainable in South America is not of a very good quality, and that they would be interested in receiving offers from Canadian sources of supply.

The firms dealing with brush manufacturers would prefer to buy only good-quality tails and seem prepared to pay a good price for these, but they are also interested in manes and combings providing these are reasonably clean and the quality can be relied upon. This office would appreciate receiving samples of the usual quality shipped from Canada so that a comparison may be made with the quality actually imported into France.

CUSTOMS DUTY

Raw horse-hair imported into France is exempt from customs duty regardless of country of origin. Curled horse-hair from Canada obtains the benefit of the intermediate rate of 51 francs per 100 kg.

PROSPECTS OF BUSINESS

One important firm who use about 10,000 pounds of horse-hair a month have expressed their willingness to order a trial shipment, providing prices are satisfactory, in order to ascertain the quality and form a connection with a Canadian shipper.

Interested Canadian exporters should communicate with the Canadian Trade Commissioner, 3 Rue Scribe, Paris, stating the quantity available for export, prices net c.i.f. Havre, and time needed for delivery. Representative samples or a correct definition of the quality available are essential.

JAPANESE CANNED SALMON AND CRAB

HARRISON WATSON, CANADIAN TRADE COMMISSIONER

London, April 2, 1930.—The Empire Marketing Board has issued statistics of the Eastern Asiatic 1929 pack of both canned salmon and crab. The returns have been collected from trade sources by the Department of Overseas Trade, and include the packs of both Japanese and Russian producers who operate on the coasts of Kamschatka and Siberia, Saghalien, the Kurile Islands, etc.

An accompanying note reports that the Russian canneries are becoming a serious source of competition to Japanese concerns.

In this connection, the Russian output of canned crab, which was already considerable in 1929, will show a greater increase during the present year.

The quality of the Russian product is reported to be excellent—at least equal to the Japanese—which, moreover, they are underselling on the London market to the extent of 3s. or 4s. a case. The whole of the Russian exports of 1929 were consigned to the United Kingdom.

Hitherto the Russian pack has been exported chiefly from Yokohama. As, however, shipments from Japanese ports incur a levy of 0.80 yen per case and other associated charges, the probability is that shipments will in future be directed either from Shanghai or other non-Japanese ports.

Canned Salmon.—According to the tables of statistics, the aggregate Japanese and Russian packs from all sources were approximately 1,692,639 cases, contributed as to 1,040,339 cases by Kamschatka, 152,300 cases by Etoroppu Island and 500,000 cases by Aomori. A notable feature of both the Japanese and Russian Kamschatka pack is the preponderance of red salmon in comparison with pink, silver, and chum.

Canned Crab.—Of the 1929 output—618,888 cases approximately—528,888 were supplied by Japanese interests and about 90,000 came from Soviet floating canneries.

BRITISH PROPOSAL FOR MARKING OF WALLBOARD

An announcement has been made that the Standing Committee, provided for under the British Merchandise Marks Act of 1926, will hold an inquiry on May 19 and May 20 as to whether imported wallboard should be required to bear an indication showing the country of origin.

INTERNATIONAL CHAMBER OF COMMERCE

The International Chamber of Commerce will hold its biennial congress in the United States in 1931. Although no decision has been reached as to the place and time of meeting, it is probable that it will be held in Washington in the autumn of that year.

The International Chamber of Commerce meets in general congress every two years. Previous congresses have been held in London, Rome, Brussels, Stockholm and Amsterdam. These meetings have offered the business men of the world an opportunity to meet for informal discussion of common problems, and the importance which now attaches to them in business circles is evidenced by the fact that at the last congress thirty-nine countries were represented by more than a thousand delegates.

PERUVIAN CONSULAR VISA CHARGES INCREASED

Mr. G. R. Stevens, Canadian Trade Commissioner in Lima, writes under date of March 28, that a Peruvian Supreme Decree, recently made effective increases the Consular visa charges of Peru by 1 per cent, upon the value of all imports. At present 2 per cent consular visa charges are collected by the Peruvian Consul, who legalizes consular invoices, and 2 per cent are collected by the Peruvian Customs authorities, at the port of disembarkation. In addition, a 20 per cent surcharge upon this latter half of the consular invoice charges is levied. In future, therefore, the legalization charge at the point of origin of the goods will remain the same, but the charge at the Peru end will be increased to 3 per cent, plus the 20 per cent surcharge.

TARIFF CHANGES AND CUSTOMS REGULATIONS

Barbados Retains Ten per Cent Surtax

Mr. R. T. Young, Canadian Trade Commissioner in Port of Spain, writes under date April 14, that the Colonial Secretary of Barbados, states that the 10 per cent surtax imposed by an Act of April 10, 1929, to remain in force until March 31, 1930, is to be continued in operation. This surtax consists of an addition to the duties at present payable of 10 per cent or one-tenth of the several rates of duty levied under the British preferential tariff and the general tariff.

Alteration in German Grain and Flour Duties

With reference to the report in the last issue of the *Commercial Intelligence Journal*, pages 593-5, concerning German tariff changes on certain grains and grain products, Mr. L. D. Wilgress, Canadian Trade Commissioner at Hamburg, cables that a new German tariff law has been passed effective from April 25. The duty on wheat will be 15 marks per 100 kg. (\$3.57 per 220.4 pounds); on flour, double the wheat duty plus 1.5 marks per 100 kg., equivalent to 31.5 marks per 100 kg. (\$7.50 per 220.4 pounds); on fodder barley, 10 marks per 100 kg. (\$2.38 per 220.4 pounds); on other barley, 15 marks per 100 kg. (\$3.57 per 220.4 pounds).

Czechoslovakian Grain and Flour Duty Proposals

A draft bill has been laid before the Czechoslovakian Parliament providing for a sliding scale of supplementary duties on certain grain and grain products to offset decline in domestic prices. As regards wheat, the maximum amount of supplementary duty proposed is 25 crowns (74 cents) per 100 kg. (220 pounds), and as regards wheat flour 75 crowns (\$2.22) per 100 kg. The present minimum tariff (applicable to Canada) on wheat is 30 crowns and on flour 70 crowns. Rye, barley, and oats and other flour or meal products are also included in the measure.

It is stated that this bill prohibits the bleaching of flour or importation of flour which has been chemically treated.

Czechoslovakia Restricts Rye and Barley Products

The British *Board of Trade Journal* publishes a report from the Commercial Secretary at Prague to the effect that the importation into Czechoslovakia of flour and meal products derived from rye and barley has been subjected to licence requirement as from March 10, 1930.

Switzerland Requires Certificate of Origin for Butter

Mr. Lester S. Glass, Acting Trade Commissioner in Rotterdam, writes under date April 4, 1930, that on account of a decision by the Swiss Federal Council, effective March 5, 1930, imposing additional duty of 55 francs per 100 kg. (nearly 5 cents per pound) on butter of Austrian origin, it is now necessary that butter from other countries than Austria be accompanied by certificates of origin in order to avoid this additional duty. The certificate must be made out or legalized by a customs official or chamber of commerce or other official body in the country of origin and must be signed by the official body in question. It must contain an exact description of the consignment, the name of the country of origin and the consignor. Certificates which are not made out in one of the three national languages of Switzerland must be accompanied by a legalized translation. This, however, does not mean that such translations must be legalized by a Swiss Consul. For the time being no certificates of origin are required for consignments sent by parcel post.

TENDERS INVITED

New Zealand

Copies of specifications have been received from Mr. C. M. Croft, Canadian Trade Commissioner at Auckland, for equipment required by the Post and Telegraph Department and the Public Works Department, Wellington. Tenders should be addressed to the Secretary, Post and Telegraph Department, and the Secretary, Public Works Supplies and Tenders Committee, Wellington, in accordance with these specifications. Particulars are as follows:—

Post and Telegraph Department.—6,000 automatic dials to specification (tenders close May 13); 12 hydrometers to specification (tenders close June 24).

Public Works Department.—45,000 gallons transformer oil (tenders close May 6).

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT KINGSTON, BELLEVILLE, PETERBOROUGH, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.); AND THE MARITIME PROVINCES TRADE COMMISSION, TORONTO.

Foodstuffs

393. GAME AND POULTRY.—A firm of ships' chandlers and provision agents in Hamburg, Germany, wish to get in touch with Canadian firms in a position to export game and poultry.

394. REINDEER MEAT.—A firm of ships' chandlers and provision agents in Hamburg, Germany, wish to get in touch with Canadian firms in a position to export reindeer meat.

395. CODFISH.—A Liverpool firm of importers are interested in having quotations on prime dry small Gaspé codfish, packed in 4-cwt. casks.

396. CODFISH.—A commission agent in Havana desires to sell Canadian dried codfish in Cuba for account of shippers.

397. CODFISH.—A commission agent in Havana desires to sell dried codfish on a commission basis.

398. POTATOES.—A commission agent in Havana desires to sell Canadian potatoes in Cuba for account of shippers.

399. HAY AND OATS.—A commission agent in Havana desires to sell Canadian hay and oats in Cuba for account of shippers.

Miscellaneous

400. SHIRTS.—Dutch East Indian importers in Amsterdam desire full particulars, if possible samples, and prices preferably c.i.f. Java main ports, on negligée and sports shirts with a view to working on a commission basis.

401. MEN'S LIGHT-WEIGHT UNDERWEAR.—Dutch East Indian importers in Amsterdam would like to receive from Canadian exporters full particulars, if possible samples, and prices preferably c.i.f. Java main ports, on men's light-weight underwear.

402. SHOES.—A firm of manufacturers' agents in Soerabaya, Java, are desirous of securing an agency for men's shoes. Prices and samples required. Quotations c.i.f. Java.

403. WORKMEN'S GLOVES.—A Liverpool firm specializing in the glove trade are interested in having c.i.f. quotations and samples of men's leather working gloves, and also cotton gutting gloves.

404. HARDWARE, KITCHENWARE, AND WOOD MANUFACTURES.—A London firm of importers and manufacturers' agents, who possess large showrooms and warehouse facilities, are open to represent Canadian manufacturers of hardware lines and specialties, including refrigerators and kitchen cabinets, and domestic and other woodenware of all kinds.

405. TENNIS RACKETS AND FRAMES.—A firm of manufacturers' representatives in Soerabaya, Java, desire to get in touch with a Canadian manufacturer of tennis rackets and frames. Prices and samples requested. Quotations must be c.i.f. Java ports.

406. GRAMAPHONE RECORDS.—Dutch East Indian firm in Amsterdam are desirous of receiving full particulars on low-priced gramophone records. Prices should be c.i.f. Java main ports.

407. LIME.—A commission agent in Havana, Cuba, desires to represent Canadian firms exporting hydrated lime, carbonate of lime.

408. RAW MATERIALS.—An agent in Hanover, Germany, wishes to act as a representative of Canadian firms who wish to export raw materials for the rubber, cable, soap, automobile, and mining industries.

409. MACHINES AND APPLIANCES.—An agent in Hanover, Germany, wishes to get into touch with Canadian firms in a position to supply machines and appliances suitable for the rubber, cable, soap, automobile, and mining industries.

410. WHEELS.—A firm of manufacturers' representatives in Soerabaya, Java, desire to make contact with a Canadian manufacturer of Chevrolet freight truck rear wheels with eight iron spokes. Quotations must be c.i.f. Java ports for an initial quantity of 400 wheels, and should include an agency commission.

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING APRIL 22

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending April 22, 1930, with the official bank rate. Quotations for the week ending April 14, 1930, are also given for the sake of comparison.

Country	Unit	Parity	Nominal Quotations in Montreal Week ending April 14	Nominal Quotations in Montreal Week ending April 22	Official Bank Rate
Austria.. . . .	Schilling	.1407	\$.1425	\$.1425	6
Belgium.. . . .	Belga	.1390	.1396	.1395	3½
Bulgaria.. . . .	Lev	.0072	.0072	.0072	10
Czechoslovakia.. . . .	Krone	.0296	.0296	.0296	5
Denmark.. . . .	Krone	.2680	.2678	.2677	4½
Finland.. . . .	Markka	.0252	.0252	.0252	7
France.. . . .	Franc	.0392	.0391	.0392	3
Germany.. . . .	Reichsmark	.2382	.2386	.2386	5
Great Britain.. . . .	Pound	4.8666	4.8645	4.8612	3½
Greece.. . . .	Drachma	.0130	.0130	.0130	9
Holland.. . . .	Guilder	.4020	.4019	.4024	3
Hungary.. . . .	Pengo	.1749	.1750	.1750	6
Italy.. . . .	Lira	.0526	.0524	.0524	6½
Jugo-Slavia.. . . .	Dinar	.1930	.0177	.0177	5½
Norway.. . . .	Krone	.2680	.2678	.2677	4½
Portugal.. . . .	Escudo	1.0805	.0450	.0450	8
Roumania.. . . .	Leu	.0060	.0060	.0060	9
Spain.. . . .	Peseta	.1247	.1247	.1249	5½
Sweden.. . . .	Krona	.2680	.2689	.2687	3½
Switzerland.. . . .	Franc	.1930	.1938	.1938	3
United States.. . . .	Dollar	1.00	1.0015	1.0000	3½
Argentina.. . . .	Peso (Paper)	.4244	.3950	.4025	—
Brazil.. . . .	Milreis	.1196	.1175	.1180	—
Chile.. . . .	Peso	.1217	.1210	.1210	6
Colombia.. . . .	Peso	.9733	.9676	.9675	9
Mexico.. . . .	Peso	.4985	.4764	.4756	6-7
Peru.. . . .	Sol	.40	.4001	.4000	7
Venezuela.. . . .	Bolivar	.1930	.1925	.1925	—
Uruguay.. . . .	Peso	1.0342	.9426	.9450	—
Cuba.. . . .	Peso	1.0000	.9375	.9993	—
Hongkong.. . . .	Mex. Dollar	.3745	.3745	.3742	—
India.. . . .	Rupce	.3650	.3643	.3643	6
Japan.. . . .	Yen	.4985	.4940	.4940	5.48
Java.. . . .	Guilder	.4020	.4025	.4025	4½
Shanghai.. . . .	Tael	.4725	.4725	.4712	—
Siam.. . . .	Baht (Tical)	.4424	.4525	.4525	—
Straits Settlements.. . . .	Dollar	.5678	.5618	.5618	—
British Guiana.. . . .	\$	1.0000	1.004½—1.015½	1.00½—1.01½	—
Barbados.. . . .	\$	1.0000	1.004½—1.015½	1.00½—1.01½	—
Trinidad.. . . .	\$	1.0000	1.004½—1.015½	1.00½—1.01½	—
Jamaica.. . . .	Pound	4.8666	4.8632	4.86½	—
Other British West Indies.. . . .	\$	1.0000	1.004½—1.015½	1.00½—1.01½	—
Martinique.. . . .	Franc	.0392	.0392	.0392	—
Guadeloupe.. . . .	Franc	.0392	.0392	.0392	—

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Montreal

To Antwerp.—Metagama, May 8 and June 5; Beaverford, May 9; Montrose, May 22; Beaverdale, May 23; Beaverhill, June 6—all Canadian Pacific; Peel County, May 9; Grey County, May 20; Brant County, June 3—all County Line.

To Avonmouth.—Salacia, May 2; Kastalia, May 16—both Anchor-Donaldson; Nubian, Dominion Line, May 31.

To Belfast and Dublin.—Melmore Head, Head Line, May 20 (cargo accepted for Londonderry and Cork).

To Cordiff.—Kastalia, Anchor-Donaldson, May 16.

To Glasgow.—Minnedosa, May 3 and 28; Melita, May 17—both Canadian Pacific; Athenia, May 2 and 30; Letitia, May 15; Moveria, June 6—all Anchor-Donaldson.

To Hull.—Cairngowan, Thomson Line, May 6.

To Liverpool.—Duchess of Richmond, May 2 and 30; Duchess of Bedford, May 9 and June 6; Duchess of York, May 16; Duchess of Atholl, May 23—all Canadian Pacific; Antonia, May 9; Andania, May 23—both Cunard Line; Laurentic, May 3 and 31; Doric, May 10; Albertic, May 24—all White Star Line.

To London.—Beaverhill, May 2 and June 6; Beaverford, May 9; Beaverburn, May 16; Beaverdale, May 23; Beaverbrae, May 30—all Canadian Pacific; Ascania, May 2 and 30; Alaunia, May 9 and June 6; Ausonia, May 15; Aurania, May 23—all Cunard Line; Calgaric, May 2 and 30; Megantic, May 16—both White Star Line.

To Manchester.—Manchester Brigade, May 8; Manchester Producer, May 15; Manchester Commerce, May 22; Manchester Citizen, May 29; Manchester Division, June 5—all Manchester Line.

To Newcastle and Leith.—Cairnesk, May 9; a steamer, May 16, 23 and 30—all Cairn-Thomson Line.

To Southampton.—Montclare, May 1 and 29; Montcalm, May 15—both Canadian Pacific; Calgaric, May 2 and 30; Megantic, May 16—both White Star Line.

To Swansea.—Salacia, May 2; Kastalia, May 16—both Anchor-Donaldson; Nubian, Dominion Line, May 31.

To Bordeaux.—Laval County, County Line, May 5.

To Havre.—Laval County, May 5; Grey County, May 20; Brant County, June 3—all County Line.

To Italian Ports.—Valperga, May 10; Valprato, May 15—both Lloyd Mediterraneo Italian Service.

To Hamburg.—Montclare, May 1 and 29; Beaverhill, May 2; Montcalm, May 15; Beaverburn, May 16; Beaverbrae, May 30—all Canadian Pacific; Kings County, May 2; Kent County, May 16; a steamer, May 30—all County-Hamburg American Line; Crefeld, North German Lloyd, May 24.

To Bremen.—Crefeld, North German Lloyd, May 24.

To Rotterdam.—Elgin County, May 7; Labelle County, May 22; Hada County, June 4—all County Line.

To Copenhagen and Baltic Ports.—Gorm, Scandinavian-American Line, May 20.

To Bermuda, Santo Domingo, Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, Barbados, Grenada, Trinidad and Demerara.—Chomedy, May 3; Champlain, May 17; Colborne, May 31—all Canadian National.

To Hamilton, Nassau, Kingston and Belize.—Lady Somers, May 9; Cathcart (freight to Kingston only), May 16; Lady Rodney, May 23; Cavellier (freight to Kingston only), May 30—all Canadian National.

To Bermuda, St. Kitts, Antigua, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo.—A steamer, May 2; Spica, May 16; Tryifjord, May 30—all Ocean Dominion SS. Corp.

To Australian Ports.—Rio Blanco, New Zealand SS., May 15 (also calls at Geelong); Canadian Scottish, Canadian National, May 30.

To New Zealand Ports.—Canadian Challenger, Canadian National, May 23.

To South African Ports.—Fantee, May 10; Calgary (also calls at West African ports), May 25—both Elder Dempster Line.

To South American Ports.—Canadian Skirmisher, Canadian National, May 20.

To St. John's, Nfld.—A steamer, Farquhar Line, May 9 (also calls at St. Pierre); Cabot Tower, May 20 (also calls at St. Pierre); a steamer, May 7 and May 29—both Newfoundland-Canada SS. Ltd.; Imogene, May 2; Rosalind, May 9—both Furness-Red Cross Line (also call at Charlottetown).

To Cornerbrook, Nfld.—North Voyageur, May 5 and 19 and June 2; New Northland, May 14 and 28—both Clarke SS. Co.

From Charlottetown

To St. Pierre-Miquelon and St. John's, Nfld.—Sollund, Newfoundland-Canada SS. Ltd., May 3 and 26 and June 9.

From Quebec

To Southampton.—Empress of Scotland, May 3 and 28; Empress of France, May 14 and June 4; Empress of Australia, May 21—all Canadian Pacific.

From Halifax

To Liverpool.—Nova Scotia, Furness Line, April 29.

To St. John's, Nfld.—Sambro, May 2; Farnorth, May 9 (also calls at North Sydney)—both Farquhar SS.; Nova Scotia, Furness Line, April 29; Sollund (also calls at Newfoundland outports), Newfoundland-Canada SS., May 1 and 24 and June 7.

To St. Pierre-Miquelon.—Fernfield, Farquhar SS., April 29; Sollund, Newfoundland-Canada SS., May 1 and 24 and June 7.

To Bermuda, St. Kitts, Antigua, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo.—A steamer, May 8; Spica, May 22; Tryifjord, June 5—all Ocean Dominion.

To Kingston, Jamaica.—Cathcart, May 19; Cavelier, June 2—both Canadian National.

To Bermuda, Santo Domingo, Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, Barbados, Trinidad and Demerara.—Chomedy, May 8; Champlain, May 22; Colborne, June 5—all Canadian National.

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Nelson, May 2; Lady Hawkins, May 16; Lady Drake, May 30—all Canadian National.

To Santiago (Cuba) and Kingston (Jamaica).—Ottar, April 30; Caledonia, May 14—both Pickford & Black, Ltd.

To Brisbane, Sydney, Melbourne and Adelaide.—Canadian Constructor, Canadian National, April 30.

From St. John

To Port Said, Suez, Port Sudan, Aden, Mombasa (Kilindini), Tanga, Dar-es-Salaam, Rangoon and Calcutta.—City of Kobe, April 27; City of Manila, May 23—both American and Indian SS.

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Hawkins, May 8; Lady Drake, May 22—both Canadian National.

To St. Pierre-Miquelon and St. John's, Nfld.—Sollund, Newfoundland-Canada SS. Ltd., May 21.

From Vancouver

To Yokohama, Kobe, Shanghai, Hongkong and Manila.—Empress of Russia, May 8; Empress of Asia, May 29—both Canadian Pacific.

To Yokohama, Kobe, Muke and Hongkong.—Talthybius, May 13; Ixion, June 3—both Blue Funnel.

To Yokohama, Kobe and Osaka.—London Maru, Osaka Shosen Kaisha, May 9.

To Yokohama, Kobe, Osaka and Moji.—Arizona Maru, May 8; Africa Maru (also calls at Shanghai), May 24—both Osaka Shosen Kaisha.

To Auckland, Wellington, Lyttelton and Dunedin.—Golden West, Oceanic and Oriental Navigation Co., May 19.

To Honolulu, Suva, Auckland and Sydney.—Niagara, April 30; Aorangi, May 28—both Canadian-Australasian Line.

To Auckland, Wellington, Melbourne and Sydney.—Waitemata, May 9; Hauraki (also calls at Pepee and Adelaide), June 1—both Canadian-Australasian Line.

To Sydney and Melbourne.—Oakworth, Australian B.C. Shipping Co. Ltd., May 20.

To Brisbane, Sydney, Newcastle, Melbourne and Adelaide.—Roxen, May 9; Indiania, June 2—both Transatlantic SS. Co. Ltd.

To Napier, Lyttelton, Dunedin, Bluff, Nelson and New Plymouth.—Waihemo, Canadian-Australasian Line, May 8.

To Liverpool, Southampton, London and Rotterdam.—Drecht dyk, May 8; Dinteldyk, May 22; Loch Katrine, June 4—all North Pacific Coast Line.

To Havre, Dunkirk, Bordeaux and Antwerp.—Wyoming, May 2; Arizona, May 20; Winnipeg, May 29—all French Line.

To Hamburg, Bremen and Antwerp.—Los Angeles, May 15; Tacoma, May 26; San Francisco, June 12—all Hamburg-American Line; Kinderdyk, May 6; Moerdyk, about May 27—both North Pacific Coast Line (also calls at Rotterdam).

To Barcelona, Marseilles, Genoa, Leghorn, Naples, Venice and Trieste.—Rialto, May 2; Fella, May 31—both Navigazione Libera Triestina.

To Santos, Rio de Janeiro, Buenos Aires, Montevideo, Rosario and Sante Fé.—Brimanger, May 9; Villanger, June—both Westfal-Larsen.

To Capetown, East London, Durban and Lourenco Marques.—West Grama, B.C. Shipping Agencies Ltd., late May.

To Port of Spain (Trinidad) and Bridgetown (Barbados).—Rickmers, Canadian Transport Co. Ltd., May 28.

To Puerto Colombia.—Point Gorda, Gulf Pacific Line, April 26.

Note—Firms who desire information concerning ocean mail services may have their names placed on the mailing list of the Post Office Weekly Bulletin by applying to the Post Office Department.

239

CONDENSED LIST OF PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents.)
Canada-West Indies Conference (1920). (Price 25 cents.)
Canada-West Indies Conference Report (1925). (Price \$1.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 10 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada, \$3.50; single copies, 10 cents.
Czechoslovakia as a Market for Canadian Products (1927). (Price 25 cents.)
Denmark as a Market for Canadian Products (1926). (Price 25 cents.)
French-Canadian Homespun Industry.
Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)
Lumber Market of Japan (1926). (Price 25 cents.)
Map of the World showing Trade Routes. (1922 Edition.)
Markets of British Malaya (1923). (Price 25 cents.)
Markets of Central America (1929). (Price 25 cents.)
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price 25 cents.)
Peru as a Market for Canadian Products (1926). (Price 25 cents.)
Points for Exporters: Leaflets covering the following countries: Australia; Belgium; the Bahamas; Brazil; British Honduras; China; Colombia; Cuba; France; Hayti; Hongkong; India; Jamaica; Japan; Mexico; British Malaya and Siam; New Zealand; South Africa; British West Indies; Netherlands; and the United Kingdom. (Free.)
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)
Sweden as a Market for Canadian Products (1928). (Price 25 cents.)
Switzerland as a Market (1929). (Price 25 cents.)
Trade of the African Sub-Continent (1928). (Price 25 cents.)
Trade of the New Countries of Southeast Europe (1921). (Price 25 cents.)
Trading Opportunities in Scandinavia (1922). (Price 25 cents.)
Trade Possibilities of the Baltic States (1929). (Price 25 cents.)
Trading with Colombia and Venezuela (1925). (Price 25 cents.)
Trading with Egypt (1921). (Price 25 cents.)
Trading with Greece (1921). (Price 25 cents.)
Trading with Spain (1926). (Price 25 cents.)
West Africa and its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.

Census of Canada.

Miscellaneous Statistics respecting the following: Business; Education; Employment; Finance (Provincial and Municipal); Justice; Transportation, including railways and tramways, express, telegraphs, telephones, water, etc.; Production, including agriculture, furs, fisheries, forestry, mining, construction and manufactures; Vital: Births, deaths, marriages, divorce.

Canada, 1930.

Year Book of Canada.

Report of the Dominion Statistician, Annual.

Trade (External) (Imports and Exports), Annual, Quarterly and Monthly.

Trade (Internal), Prices, cost of living, capital movements, etc.

CANADIAN GOVERNMENT TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, B. Mitre 430, Buenos Aires. (Territory includes Chile and Uruguay.) *Cable Address, Canadian.*

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

Commercial Agent: B. Millin, The Royal Exchange, Sydney, N.S.W.

Belgium

Jean J. Guay, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.* (Territory includes Roumania, Bulgaria, Hungary.)

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Ed. Da "A Noite," Sala 802, Praca Maua. *Cables, Canadian.*

British West Indies

Trinidad: R. T. Young. Address for letters—P.O. Box 125, Port of Spain. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*

Jamaica: F. W. Fraser, P.O. Box 225, Kingston. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, the Bahamas and British Honduras.) *Cable Address, Canadian.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—Daily News Building, 17 The Bund, Shanghai. *Cables, Canadian.*

Cuba

James Cormack. Address for letters—Apartado 1945. Office Address: Calle Obrapia 35, Havana, Cuba. (Territory includes San Domingo and Porto Rico.) *Cable Address, Canadian.*

France

Hercule Barré, 3 rue Scribe, Paris (9). (Territory includes French Colonies in North Africa, Egypt, Palestine, Syria.) *Cable Address, Cancomac.*

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Canadian.* (Territory covers Germany—except the Rhine Valley—Czechoslovakia, Austria, Poland, Esthonia, Latvia, Lithuania and Soviet Russia.)

Greece

Henri Turcot, 8 Metropole Street, Athens. (Territory includes Turkey.) *Cable Address, Canadian.*

Hongkong

Paul Sykes. Address for letters—P.O. Box 80. Office—Exchange Building, Hongkong. Territory includes South China, the Philippines, and Indo-China. *Cables, Canadian.*

India and Ceylon

Richard Grew, P.O. Box 2003, office, 8 Esplanade Mansions, Government Place East, Calcutta. *Cable Address, Canadian.*

Irish Free State

J. H. English, 66 Upper O'Connell street, Dublin *Cable Address, Canadian.*

Italy

A. B. Muddiman, Via Manzoni Nr. 5—Milan (102). *Cables, Canadian.* Territory includes Spain, Portugal, Gibraltar, Canary Islands, Malta, Italian Colony in Africa, Albania, Jugoslavia, and Cyprus.)

NOTE.—Bentley's Second Phrase Code is used by Canadian Trade Commissioners.

Japan

Tokyo: J. A. Langley, Commercial Secretary Address for letters, P.O. Box F. 101, Tokyo Central. Office, Imperial Life Assurance Building, Marunouchi, Tokyo. *Cables, Canadian.* Kobe: Acting Trade Commissioner. Address for letters, P.O. Box 230. Office, Chamber of Commerce Bldg., Kobe. *Cables, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. (Territory includes Central American Republics.) *Cable Address, Cancomac.*

Netherlands

J. C. Macgillivray, Beursplein 26B, Rotterdam. (Territory includes the Rhine valley and Switzerland.) *Cable Address, Canadian.*

Netherlands East Indies

G. R. Heasman, P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Yorkshire House, Shortland street, Auckland. *Cable Address, Canadian.*

Norway

F. H. Palmer, Jernbanetorget 4, Oslo. (Territory includes Scandinavian countries and Finland.) *Cable Address, Canadian.*

Panama

J. A. Strong, P.O. Box No. 222, Panama City. (Territory includes Venezuela and Colombia.) *Cable Address, Canadian.*

Peru

G. R. Stevens, Casilla 1212, Lima. Office, Calle Ccca, 478. (Territory includes Bolivia and Ecuador.) *Cable Address, Canadian.*

South Africa

C. S. Bissett, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

London: Harrison Watson, Canadian Building, Trafalgar Square, S.W. 1, England. *Cable Address, Sleighing, London.*

London: J. Forsyth Smith, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C. 2. *Cable Address, Canfrucum.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany and Spain.)

Liverpool: Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street. *Cable Address, Canadian.*

Bristol: Douglas S. Cole, Sun Building, Clare street. *Cable Address, Canadian.*

Glasgow: Gordon B. Johnson, 200 St. Vincent Street, Scotland. *Cable Address, Cantracom.*

United States

New York City: Frederic Hudd, 44 Whitehall street. (Territory covers New England, Atlantic seaboard states, Pennsylvania; also the Bermudas.) *Cables, Cantracom.*

Chicago: R. S. O'Meara, Willoughby Tower, 8 S. Michigan Avenue. (Territory covers the Middle West and the Mississippi Valley.) *Cables, Canadian.*

San Francisco: H. R. Poussette, Suite 405, Alaska Commercial Building, 310 Sansome St. (Territory covers the Pacific seaboard and Rocky Mountain states.)

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Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. James Malcolm, M.P.

Deputy Minister: F. C. T. O'Hara

Director, Commercial Intelligence Service: C. H. Payne

Published in English and French. Subscription Price for either edition: \$1 per annum in Canada (single copies 5 cents each); \$3.50 outside the Dominion (single copies 10 cents each). Remittances, which may be made by Post Office or Express Orders, or Drafts, or Cheques, payable at par in Ottawa, should be addressed to the King's Printer, Government Printing Bureau, Ottawa.

Vol. XLII

Ottawa, May 3, 1930

No. 1370

TABLE OF CONTENTS

	Page		Page
Trade Commissioners on Tour.....		Commodity Markets in Malta.....	658
Marketing Canadian Fish in New		India's Foreign Trade, February....	662
York City	642	Aircraft in Hongkong and South	
Empire Trade in Rubber Goods.....	646	China	664
United Kingdom Budget.....	649	Trade Conditions in China.....	666
West of England Flour Trade.....	650	German Economic Situation.....	667
West of England Hay Import Trade.	651	German Fish Meal Market Prospects.	668
Carbon Paper Trade in England.....	652	Storage Battery Separators in Den-	
Kitchen Cabinet Sales in England...	653	mark	670
Market for Honey in Scotland.....	653	Agencies in the Dominican Republic	671
Russian Competition in Gallon Apples	654	British Merchandise Marks Act Pro-	
Canadian Participation in British		posals	672
Fairs	654	St. Lucia Sugar Duties and Prices...	673
Conditions in Irish Free State.....	655	Greek Tariff on Flour.....	673
Effect of Sugar Crisis in Barbados..	656	Trade Inquiries	674
Gas Company to Operate in Trinidad	657	Foreign Exchange Quotations.....	676
Catalogues for Trinidad.....	658	Sailings from Canadian Ports.....	676
Electric Refrigerators for South		List of Acts, etc., Administered....	679
Africa	658	Commercial Intelligence Service.....	680

TRADE COMMISSIONERS ON TOUR

Mr. James Cormack, Canadian Trade Commissioner in Cuba, is about to go on tour in the interests of Canadian trade with his territory, which includes San Domingo and Porto Rico. The following are the dates for the first part of his itinerary:—

Winnipeg	May 7 and 8	Edmonton	May 27
Vancouver, New Westminster,		Calgary	May 28
Victoria.....	May 12 to 14	Regina	May 30

Mr. Douglas S. Cole, Canadian Trade Commissioner in Bristol, is also on tour. The following are the dates of his itinerary:—

Montreal	April 23-May 8	Vancouver	May 29
Winnipeg	May 9 to 12	New Westminster	May 30
Winnipeg	May 17 to 22	Victoria.....	June 2 to 5
Regina	May 23	Vancouver	June 9 to 23
Calgary	May 26 to 27		

Firms in Winnipeg and in British Columbia who desire to be brought in touch with the Trade Commissioners are requested to communicate with the Secretary, Canadian Manufacturers' Association, in Winnipeg and Vancouver respectively; in that of the other cities included in the above itineraries, with the Secretary of the Board of Trade or Chamber of Commerce.

MARKETING CANADIAN FISH IN NEW YORK CITY

FREDERIC HUDD, CANADIAN TRADE COMMISSIONER

New York City, April 24, 1930.—New York is the greatest distributing centre of the North American continent for both salt and fresh water fish, and there are exceptional opportunities for shippers of Canadian fish to establish reputations for quality and create demands for their particular products through careful selection, intelligent handling, proper packing, selected grading and accurate weighing. New York is essentially a quality market with little or no demand for inferior goods. No other city in North America pays higher prices, but it demands in return the highest quality and full measure. Many Canadian concerns, recognizing the advantages of shipping only quality products and of identifying their names with these goods, have created a market which ensures ready sales and high prices for their consignments. On the other hand, difficulties arise between New York fish merchants and Canadian shippers because methods of shipping are sometimes considered unsatisfactory. With a view therefore to clarifying the situation and acquainting Canadian fish exporters with the requirements of this market, an investigation has been undertaken in co-operation with the Middle Atlantic Fisheries Association and forms the basis of this report.

The wholesale fish trade in New York City is conducted almost exclusively in the area known as the Fulton Fish Market. This occupies the foremost position among the wholesale fresh fish markets of the United States, and nearly every shipper of fish has at one time or another sent his products to this market, which serves approximately one-fifth of the total population of the United States. Wholesale establishments in the market handle annually approximately 500,000,000 pounds of fresh and frozen fish products of 106 varieties.

METHODS OF SALE

Most shipments are sold on commission, the salt water varieties being sold on the open market in competition, while the fresh water varieties are sold at auction. Quantities are sometimes bought outright from the producers by the wholesalers, and the latter in turn sell on their own account, profiting by any upward trend of the market. Sales open at 7 a.m. and are practically completed by 10 a.m., any fish reaching the market after this time being held over until the next day and usually sold at a lower price due to deterioration.

Canadian shippers interested in marketing through wholesalers in New York should bear in mind that while in the case of some varieties satisfactory firm sales can be effected, in general it would seem that a better return is likely to be received by shipping on consignment to a responsible dealer. In firm sales any market benefit is retained by the dealer, and, although in some cases there may be a loss, in the course of a season's selling consignment shipping frequently proves more profitable, the benefits of market conditions being shared by the shipper. Reliable dealers are anxious to obtain the best prices possible as this naturally increases their commissions, and, to control a steady source of supply, they wish to build up goodwill with the shippers by satisfactory treatment at all times. From time to time complaints are received from Canadian shippers who have had difficulties in securing payments from local wholesalers. Cases of this character can be avoided by an investigation of the wholesalers before shipments are made, and the office of the Canadian Trade Commissioner at 44, Whitehall Street, New York City, can furnish reliable information regarding all dealers serving the Fulton Fish Market.

SHIPPING AND ROUTING

When shipping fish to the United States certain customs regulations must be complied with, chief among which is that each package must have stencilled

or permanently marked on the outside the words, "Product of Canada." Freight shipments are expedited by consigning them in care of a designated customs house broker at the point of entry into the United States. Clearances for express shipments are taken care of by the transportation company.

It should be borne in mind that the shortest route is not always the best. Shipments routed via Montreal or Quebec and cleared through Rouses Point or Malone have been known to save as much as twenty-four hours. Shipments for Western points are cleared usually at either Black Rock or Suspension Bridge. All shipments should be cleared at frontier points rather than shipped in bond to New York. In general fish should be shipped so that they will be delivered only in the first part of the week, not later than Thursday. All weekly buying has been completed by Thursday; there is practically no sale for fish arriving on Friday or Saturday, except during certain seasons of the year, i.e. Lent and other periods of religious observance.

PACKING

Fish merchants in New York emphasize the importance of the proper care of fish at the outset and the necessity of providing sufficient ice to protect the catch, from the beginning. Fish being highly perishable should be treated with the utmost care and buried in chipped or finely cracked ice the moment they are taken from the water, to extract the natural heat. During the warm months they should not be exposed to the sun's rays or to the open air. Much depends upon the treatment they receive when they are first taken; the monetary returns will more than pay for any added effort and expense in the adequate care and preservation of the catch.

All fish should be packed in standard-size boxes. With most varieties, fresh fish should be packed 50 to 100 pounds net weight to the box, the exceptions being smelts, halibut, salmon, codfish and a few other varieties. Prior to packing, the boxes should be placed in a cooling room or be filled with ice to thoroughly chill the package. Packing fish in a warm box will cause considerable meltage of ice, thereby damaging quality and possibly causing spoilage. The fish should be thoroughly chilled before packing, and should not be packed until immediately before shipping.

The boxes should be packed with alternative layers of ice and fish, starting with a bed of ice at the bottom and finishing with a blanket of ice on top. The fish should be packed with bellies down, and whenever possible, alternating heads and tails. The cover of the box should not be fastened down until just before loading into the truck or car to permit of additional ice being added to replace that settling around the fish, and to prevent shifting of the fish while in transit. Lining the box with a non-disintegrating paper gives added protection and furnishes additional insulation to the package; it also retards the seepage of warm air into the box, thereby preserving the ice.

BOXES

The standard box for packing freshwater fish, containing 100 pounds net weight, has a length of 27 inches, a width of 20 inches, and a depth of 12 inches, inside measurements, with cleats two inches in width; the thickness of the lumber after dressing, for the ends, is $1\frac{3}{4}$ inch, for the sides $\frac{3}{8}$ inch, top and bottom $\frac{3}{4}$ inch, and for the cleats $1\frac{3}{4}$ inch. These specifications cover North Carolina pine lumber. For Canadian white pine or other woods of less tensile strength than the North Carolina lumber, the wood should be slightly thicker. The top pieces of each side of the box extend four inches beyond the end proper, forming handles, which facilitate handling and ensure the boxes being carried bottom down while in transit. Boxes containing 50 pounds are 24 inches long, 16 inches wide, and 10 inches deep. Other specifications are the same as for

100-pound boxes. Salt water boxes holding 50 and 100 pounds net weight are of the same inside dimensions and built of the same size of lumber. No handles are provided on these boxes, but a 2-inch cleat is fastened to the end of the box at the top edge, which acts as a handle.

GRADING

Proper grading is essential. Under the specific headings of the different varieties immediately following the grades are designated. If more than one grade are packed in the same box, an average price only will be secured. In most cases the spread in price between the different grades is so great that the average price realized on a box containing more than one grade will suffer an appreciable loss. It is therefore essential that each box should contain only one grade and be so marked.

The following recommendations are made for the packing and grading of fish intended for the New York market:—

FRESH SMELTS

Fresh or green smelts should be packed in boxes containing 25 pounds net weight. An allowance of 5 per cent overweight should be made to care for natural shrinkage while in transit. This will ensure the package containing 25 pounds net upon arrival at destination. Smelts should be graded into three sizes, which have trade designations as follows: Extras, No. 1 and No. 2. Extra smelts should weigh from 6 to 12 fish to the pound; No. 1 smelts from 12 to 20 fish to the pound; No. 2 smelts from 20 to 35 to the pound. Smelts smaller than those designated as No. 2's should not be shipped to market. When packing fresh smelts for shipment, very fine or shaved ice should be used. Boxes should be of tight construction to exclude air.

FROZEN SMELTS

Frozen smelts should be packed in boxes containing 15 pounds net. It is unnecessary to pack overweight as frozen smelts do not shrink. During the cold weather smelts naturally frozen on the ice are much better than either green or artificially frozen fish. The boxes in which the fish are packed should be new, clean and tight, without cracks which would permit of the entrance of air. When freezing smelts in an artificial freezer, great care should be exercised in handling to preserve the quality of the product. They should be frozen in such manner as to permit each fish to be separate and not *en masse*.

HERRING

Both naturally and artificially frozen herring should be packed in boxes containing 50 pounds net weight, and should be graded into two sizes—those known as Jumbos, weighing 1 pound each and over, and those known as large, weighing three-quarters of a pound to one pound each. There is no demand in the New York market for smaller fish.

MACKEREL

Fresh or green mackerel should be packed in boxes containing 50 pounds net weight and should be graded into three sizes; large fish, weighing 2 pounds or over; medium fish, weighing $1\frac{1}{4}$ to 2 pounds; and small fish, weighing three-quarters of a pound to $1\frac{1}{4}$ pounds. These fish should be packed with very fine or shaved ice. Frozen mackerel should be graded into the same sizes as fresh, but packed in boxes containing 50 or 100 pounds net weight. These mackerel should be wrapped in paper to protect the glaze and prevent bruising and mutilating the fish while in storage and transit.

SALMON

Fresh or green salmon should be packed in boxes containing 100 pounds net weight. Boxes should be long enough to take the fish without bending or breaking. Very fine or shaved ice should be used in packing.

HORSE MACKEREL OR TUNA FISH

Large fish should be headed, gutted and tail removed, immediately upon being caught. They should be thoroughly bled before packing. They should be packed in boxes containing about 500 pounds net. Lump ice should be placed into the belly cavity. When fish are too long to fit in box, the tail end should be cut off, leaving space for icing on all sides of the fish; this tail piece should be packed in the belly cavity. As most of these fish come by freight via Boston, the bill of lading should call for re-icing at the Boston icing station. These fish should be very heavily iced when they are packed for shipment.

SHAD

Roe and buck shad should be packed separately in 100-pound boxes. Fine or shaved ice should be used in packing.

COD, HADDOCK AND OTHER GROUND FISH

These fish should be packed in boxes containing 250 pounds net weight. Small lump ice should be used in packing.

HALIBUT

Both grey and white halibut should be packed in boxes containing 200 pounds, except extra large fish, which should be packed in boxes containing 450 pounds net weight. Grey halibut should never be packed with white halibut. Small lump ice should be used in packing these fish. The fish should be graded into the following sizes: Chickens, weighing less than 10 pounds each; small, weighing 10 to 20 pounds each; medium, weighing 20 to 40 pounds each; large mediums, weighing 40 to 60 pounds each; large, weighing 60 to 80 pounds each; and whales, weighing over 80 pounds. Grey halibut should be packed separately and should be graded the same as white halibut. All halibut, except chickens, should be headed and gutted when packed for market.

STURGEON

Sturgeon should be packed in boxes containing 200 pounds net weight, except extra large fish, which can be packed in 450-pound boxes. Small lump ice should be used. In preparing sturgeon for shipment they should be headed, gutted, and the tail and collar-bone removed. When female fish are shipped, the roe should be packed in a tight tub and buried in ice in a barrel. Holes should be made in the bottom of the barrel to permit water from the melting ice to drain away. Those who know how to prepare the sturgeon roe for caviar should ship it in that manner.

STRIPED BASS

Striped bass should be packed in 100-pound boxes and graded into the following sizes: Pan, which weigh $1\frac{1}{2}$ pounds each; mediums, $1\frac{1}{2}$ to 5 pounds; boilers, 5 to 8 pounds; jumbos, over 8 pounds. Fine or shaved ice should be used in packing.

EELS

Eels should be shipped in boxes containing 50 to 100 pounds net weight. The fish should be graded into medium and large sizes. There is no demand

in this market for small fish. Coarse lump ice should be used in packing. When eels are shipped alive, a large pillar of ice should be placed in the centre of the package and the live eels packed around it.

LOBSTERS

Lobsters should be packed in barrels or crates containing 100 and 150 pounds. When packed in barrels, a pillar of ice extending to the top of the barrel should be placed in the centre, around which the lobsters are packed. When in crates, seaweed should be placed in the bottom of the crate and also on top of the lobsters, with coarse cracked ice on top of the seaweed. Lobster meat should be packed in 1-pound friction top tins, these packed in barrels containing 54 cans, packed in 9 rows of 6 cans each. The barrels should then be filled with ice, with holes in the bottom to permit the water to drain away. If boxes are used, the same method of packing should be employed, but the boxes should be provided with handles and wire strapped. Bill of lading should call for re-icing if delayed in transit. This product is particularly liable to pilferage while in the hands of the transportation companies, and when making shipments it is advisable to obtain transportation receipt for the full net weight of the product.

TOM CODS OR FROST FISH

There is no demand for this variety of fish in the New York market. It is therefore not advisable to ship them.

CONCLUSION

There is every reason to suppose that if Canadian shippers adopt the suggestions embodied in this report, better returns will be secured for Canadian fish products, provided that in all cases the shipper satisfied himself as to the complete reliability and standing of the wholesaler to whom he is considering consignment.

EMPIRE TRADE IN RUBBER MANUFACTURED GOODS

V. E. DUCLOS, ASSISTANT TRADE COMMISSIONER

London, April 14, 1930.—The fourteenth report of the Imperial Economic Committee, which has just been published, is devoted to a survey of the trade in rubber manufactured goods.

TIRES

The rubber industry of the world depends, to the extent of 80 per cent of its output, on tires, and the committee have therefore given the special attention to this section of the trade which its importance demands.

They state that the main competition in international trade in tires is between seven large companies (one British, one French, and five United States) rather than between industries in different countries. These concerns all work on the same principle of large-scale production and the establishment of factories in countries overseas. These considerations exert a substantial effect on the international trade in tires, as obviously decisions of policy may greatly alter the output and export returns of tires of a particular manufacturing country from year to year, and for that reason trade figures alone are an imperfect criterion.

While motor tires are now manufactured in twenty countries, only eight—the United Kingdom, Canada, the United States, France, Italy, Belgium, Japan, and Germany—enter seriously into the world trade. The general picture is of

a fairly rapidly-growing world demand, which is gradually being satisfied more and more in many countries by increasing local production, but still leaving a large surplus requirement unfilled, for which at present the countries referred to chiefly compete, but for which more may compete in the future.

The position in the United Kingdom, which in 1927 was the largest single importing market in the world, has since undergone a complete change. Imports of tires in that year were valued at £3,125,000, but that total in 1928 dropped to £973,000, and in 1929 to £616,000. The causes of this transformation were the recent establishment of factories in the United Kingdom by overseas manufacturers, and the imposition of an import duty in 1927. This movement coincided with a striking development in the export of tires from the United Kingdom. In 1927 the figure approximately balanced the imports, but in 1929 it has risen to over £4,000,000.

An interesting feature which is disclosed by an examination of the statistical tables appearing in the report is that whereas the most important markets for United States tires are in South America and on the Continent of Europe, Empire countries provide the biggest overseas outlets for Canadian and United Kingdom tire manufacturers.

MECHANICAL RUBBER GOODS

The next most important branch of the rubber industry, and one which is assuming increasing proportions, is mechanical goods, which comprises belting, hose, valve packings, etc. Comparatively few countries engage in export trade in this division. The chief exporting countries are the United Kingdom and Canada in the British Empire, and the United States, Germany, and France among foreign nations.

The report records the change which is coming over the kind of belting most in favour in world markets. A steadily increasing proportion consists of rubber or balata belting, which is used largely on elevators and conveyors. Nearly 80 per cent of the rubber and balata belting entering into international trade is exported by the United Kingdom, Canada, the United States, and Germany, of which the United States is the chief exporter and the United Kingdom is the second. The special mining industries in South Africa and Mexico afford large markets for this class of belting.

The world export trade in rubber hose in 1927 was estimated to be 7,250 tons valued at £1,380,200, the United States providing about 44 per cent of the total value, followed by Germany with 22 per cent and the United Kingdom with 13 per cent.

RUBBER FOOTWEAR

The third on the list is the rubber boot and shoe trade, which is of special interest to Canada. Of the six principal rubber manufacturing countries, four lead in the production and export of rubber boots and shoes—namely, the United States, Canada, France, and the United Kingdom. Japan and British Malaya export large numbers of the cheaper kinds and on account of price compete, in the Far East, with the four great producers. Germany, Sweden, Czechoslovakia, and Latvia also have a substantial export trade in this division.

A feature of the world situation is the very large market for imported rubber footwear afforded by the United Kingdom, which is the chief export outlet for these products from Canada, the United States, and Germany. At the same time there is a considerable export from United Kingdom factories, 50 per cent of which is sold in British countries overseas.

The export trade in rubber footwear of the four principal manufacturing countries during 1928 was as follows:—

	Pairs	£
Canada	9,423,000	1,770,000
United States	9,102,000	1,903,000
France	4,379,000	432,000
United Kingdom	3,250,000	456,000

Comparing the Canadian and United States exports, the report states that the average export value per pair of canvas shoes with rubber soles was approximately the same in both countries for 1928—2s. 10d. a pair. Canada exported in that year 7,376 thousand pairs valued at £1,048,000. The United States exported in the same year 5,313 thousand pairs valued at £756,000. Of the remaining kinds of rubber footwear exported, Canada shipped during 1928, 2,947 thousand pairs valued at £722,000, or approximately 7s. a pair, while the United States exported 3,789 thousand pairs valued at £1,147,000, or about 6s. a pair.

RUBBER SOLES AND HEELS

These articles are made in practically all countries where a rubber industry exists, and exporting manufacturers have therefore to face considerable competition from local producers.

The report calls attention to the great expansion which has occurred since 1927 in the manufacture of rubber composition soles and heels in Canada and the United States, which two countries are also the largest exporters.

Accurate statistics are not available as to the volume of world trade in rubber soles and heels, which incidentally are not specified separately in the Canadian trade returns. There is no doubt, however, that the demand is very considerable.

NEED OF STANDARDIZATION

The committee express the opinion that the recognition throughout the Empire of common standards and specifications for the same rubber goods would exercise a potent influence on the growth of inter-Empire trade, quite probably more important in many cases than preferential tariffs. The subject therefore, difficult though it be, has results far beyond the simplification of factory practice.

As regards the United Kingdom, the problem of standardization has recently received considerable attention at the hands of United Kingdom rubber manufacturers. There is at the present time a distinct movement in the industry towards standardization of the articles produced and towards a reduction in the number of varieties of the same kinds of articles manufactured.

PRICE CONTROL

The question of standardization is closely bound up with that of costing. For some time the rubber industry in the United Kingdom has endeavoured to reach agreement on the minimum price of the lowest quality of any article manufactured, and some amount of success in certain lines has been achieved.

The manufacturers of Canada and the United States, who compete keenly in the United Kingdom market, have come into the arrangements which have been made. Agreement with European manufacturers has been more difficult, and in many lines impossible. Always bearing in mind that the rubber industry covers a very large number of different trades, the United Kingdom manufacturer does not suffer unduly from the competition of Canadian or United States manufacturers who make and maintain good quality products. The chief difficulty is with certain Continental makers exporting cheap and often inferior goods. There is no dumping in the strict sense of the word, but in some instances Continental wages are low and the quality is often poor, with the result that the goods sell at cheap prices.

Minimum prices for lowest quality already operate in respect of hose and other mechanical rubber goods, hot-water bottles, and certain varieties of sport goods such as football bladders. An international price convention is in operation in regard to playing balls, boots and shoes, ebonite, and hard rubber goods. These price conventions have already benefited the industry and checked the lowering of quality resulting from excessive competition. They have operated

as a factor in reducing distribution costs, as purchasers buy in larger quantities when there is stability of price.

An attempt which has been made by the India Rubber Manufacturers' Association to introduce standard costing throughout the United Kingdom trade has met with considerable success, and a determined effort is being made to adopt a system of rationalizing the rubber industry. Such a movement will definitely give United Kingdom manufacturers a progressive policy which should improve the position of the business as a whole, and the committee point out that if in all the measures proposed substantial agreement in the trade throughout the Empire can be obtained, the competitive position of the rubber industry of the Empire should be strengthened.

TENDENCIES IN THE RUBBER INDUSTRY

Dealing with the general situation, the committee state that, due to the predominating influence exercised by the tire industry, the rate of absorption of rubber is at present set by the pace at which motor transport is adopted throughout the world, and in this the degree to which different countries are approaching saturation point for motor cars is an important factor.

The production of rubber in the East has, however, developed more rapidly than the demand for the material in the motor industry. There has therefore been an increasing margin demanding an outlet for other purposes. In 1928 some 140,000 tons of crude rubber were used in industries in the world for purposes other than the manufacture of tires. This quantity exceeded by 40 per cent the total world production of rubber in 1913—only fifteen years earlier. In spite of this remarkable fact, the rate of absorption of rubber in the industry other than tires has not kept pace with the increase of supply and has therefore, from the point of view of producers, appeared disappointingly slow.

During the rapid growth of the last thirty years, wide fluctuations in the prices both of the raw material and of the finished product have occurred. Centralized schemes for controlling production of rubber have been organized, but have successively broken down, yet there can be no doubt that greater stability in price and greater regularity in offerings would be in the interest of the producer and of the user. The latest scheme put forward by the Rubber Growers' Association aimed at reducing the number of independent sellers by grouping them into a comparatively small number of selling organizations. On the manufacturing side the tire industry is already concentrated in powerful hands. In regard to the rest of the industry, much scope exists for closer working arrangements with a view to the concentration of factories into larger units, the conduct of research, the distribution of information, and the establishment of recognized grades and standard specifications.

UNITED KINGDOM BUDGET

V. E. DUCLOS, ASSISTANT TRADE COMMISSIONER

London, April 15, 1930.—The United Kingdom Budget, which was introduced into the House of Commons yesterday, was notable for the simplicity of the few measures proposed to raise the considerable increase in the revenue required to meet the national expenditure for the present fiscal year.

The Chancellor of the Exchequer was faced with a deficit of £14,500,000 in respect to the past year, which arose partly from his predecessor having underestimated expenditure and overestimated income, for which result the Stock Exchange slump of last autumn was to a certain extent responsible.

In addition, the present Government have entered into commitments which entail a heavier outlay on unemployment, pensions, education, housing and other social services, which will cost some £27,000,000 additional.

New taxation has therefore to be devised to produce £42,000,000. The Chancellor announced that he proposes that £21,000,000 of this will be contributed through an increase in the standard rate of income tax from 4s. to 4s. 6d. in the £1. The incidence of this advance will be adjusted so as to bear most heavily on larger incomes, and the majority of persons in receipt of incomes below \$2,500 a year will pay little, if any, more than they do now.

The super-tax, which is payable on incomes exceeding \$10,000, is also to be increased; this increase is estimated to yield £7,500,000. The death (or estate) duties are also selected for an increase, and are expected to swell the revenue by £3,000,000.

As regards import duties, the Government intends to allow the Safeguarding duties on lace, gloves, cutlery, and gas mantles to lapse when they expire automatically. The import duty of 33½ per cent on lace will therefore cease on June 30 of this year, and those of 33½ per cent on gloves and cutlery, and 6d. a gross on gas mantles, on December 21. In all cases Empire goods have been granted a preference of one-third from the full rate.

In the case of gloves, a promising business from Canada has been developed during the past three years under this preference against United States manufacturers who formerly held the market in the United Kingdom for certain types of workmen's gloves. When the duty is withdrawn, United States makers will again compete on equal terms with Canadian manufacturers.

The silk duties and the "McKenna" duties—(i.e. those on motor cars, musical instruments, clocks and watches, and cinematograph films)—are to be retained.

The Chancellor of the Exchequer further intimated his intention of amending the present law in relation to the taxation of non-resident business firms trading in the United Kingdom through agents. In this connection he stated that he proposed "to amend the law so as to make it possible to make reciprocal arrangements with foreign countries, under which a foreign principal would only be chargeable in respect of his profits on the sale of goods through an agent here in cases where the agent either sells from stock or is empowered to conclude contracts on his principal's behalf, and does, in fact, habitually exercise that power as part of the normal course of business." Precise details of the suggested amendments are not yet available, but will presumably be embodied in the Finance Bill when it is introduced into Parliament.

WEST OF ENGLAND FLOUR TRADE IN 1929

DOUGLAS S. COLE, CANADIAN TRADE COMMISSIONER

Bristol, April 7, 1930.—The scheme of "rationalization" set in operation by the English millers although not begun until well on in the year, has had a big influence not only on the flour but also on the wheat position in this country. The closing down of several country mills has brought output nearer to the level of consumption, and has also restricted to some extent the quantity of wheat handled by the merchants. The scheme, however, has not yet been working long enough to enable its future results to be estimated with any clearness. The trade in imported flour appears to have been slightly better this year than in the two immediately preceding years. The increase in the total quantity imported is probably small, but there has been slightly more regular trade with bakers for the better grades of Manitobas. The use of the lower, or what was termed "bakers'" grades, has become almost extinct in this part of England. Bakers have been inclined to use strong flours, but have generally bought in small quantities, thus creating a more continuous demand without materially increasing the total consumption.

Competition with the English milled prices has been such that profits have been cut very fine, and importers have rarely been able to see a profit on the cable price of the day. Buying by importers has therefore been undertaken simply to keep brands coming forward, or when a rise in values has appeared to be imminent. These circumstances have not conduced to satisfactory business, but conditions on the whole have been rather less severe than during the previous year. Offers from Ontario have been almost invariably too high in price. With freight space for the Port of Bristol very limited from Australia, Ontario flours for packing purposes have been frequently inquired for, but importers have been unable to get business through. Nebraska flours have attracted a fair trade since the last harvest, and have to a small extent taken the place of Ontarios, whilst French flour with its lower freight has been attractive during the last few months of the year. Fair quantities have been booked from this source during the periods when permission to export has been granted by the French Government.

Importations for the years 1926 to 1929 inclusive were as follows:—

	1926 Tons	1927 Tons	1928 Tons	1929 Tons
From Canadian ports.. . . .	12,662	13,376	14,389	11,090
From all sources.. . . .	58,581	74,686	66,619	72,725

Canadian flour imports into the West of England appear to maintain more or less a constant percentage of the total. There are large mills at all the important Bristol Channel ports. These mills cater not only for their immediate areas, but likewise sell extensively in the Midlands. Manufacturing capacity is still in excess of demand, but, as has been stated, supply and demand are being brought more into line. This should have a good effect upon the imports of Canadian flour, both as regards volume and price.

WEST OF ENGLAND HAY IMPORT TRADE IN 1929

DOUGLAS S. COLE, CANADIAN TRADE COMMISSIONER

Bristol, April 7, 1930.—The outstanding feature of the trade in Canadian hay in 1929 has been the difficulty of obtaining shipping space to Bristol or Cardiff. It can be said conservatively that 50 per cent of the possible trade during the year has had to be foregone for this reason. After an acute autumn shortage English farmers found that they were going to have sufficient supplies to meet their needs, and their offers to dealers were on a more liberal scale. Prices this year have been about \$4 a ton higher than in 1928, and averaged at delivered prices from \$25 to \$32 per ton for a good-quality English meadow hay.

Considerable quantities of Irish supplies have been offered on the market. Lucerne from South Africa has been quoted, but no business appears to have been done. (This lucerne consists of a soft grass with an alsike content, very sweet in flavour.)

Supplies of mixed clover timothy in steam-pressed bales have been offered from Norway at 115s. (\$27.98) per ton c.i.f. Cardiff, subject to payment of 90 per cent against documents through a Norwegian bank and balance after outturn weight had been ascertained. Dry oat barley straw—also in steam-pressed bales—at 72s. (\$17.52) per ton c.i.f. Cardiff has also been on offer from Norway. Irish rye grass was offered fairly steadily in the latter part of the year at 97s. 6d. (\$23.71) per ton c.i.f., with meadow first crop at 92s. 6d. (\$22.50).

Canadian offers have ranged from 92s. (\$22.38) to 110s. (\$26.76) per ton of 2,240 pounds c.i.f. Cardiff and Avonmouth.

United Kingdom consumers, it should be noted, will not pay any decided increase in price for Canadian or English hay as long as they can buy German oats c.i.f. London at 7s. (\$1.70) per cwt. One point that should be understood in Canada concerns grading. There is too much f.a.q. being sold in this country as graded hay; it would be far better if the trading were done definitely on Canadian gradings. This would eliminate trouble in a business in which disputes are all too rife.

Imports of hay into Bristol for 1928 and 1929 are as follows:—

	1928	1929
	Tons	Tons
From Canadian ports	1,105	3,311
From all sources	1,235	3,323

CARBON PAPER TRADE IN THE NORTH OF ENGLAND

GERALD A. NEWMAN, ASSISTANT TRADE COMMISSIONER

Liverpool, April 11, 1930.—There are numerous manufacturers of carbon paper in the United Kingdom. One of the oldest in the trade, a Liverpool firm, recently celebrated its hundredth anniversary. According to the principal of this firm, business is steadily increasing. Although it has been difficult to ascertain what share of the trade is credited to imported goods, there is no doubt that in addition to home manufactures, carbon paper is being exported to this market from the Continent, and from Canada and the United States.

The market is extremely competitive although the usual retail prices listed range from 6s. (\$1.46) per box of 100 sheets to 15s. (\$3.65) per box, varying according to the grade, it is no indication of what price the goods are being actually sold at, as there is a good deal of undercutting. Much of the irregularity of prices, it may be added, is apparently due to the rather haphazard organization of the trade.

One of the largest and perhaps the most successful of carbon paper manufacturers sells its paper direct to the consumer. Attractive branch retail stores are located in nearly every large city of the United Kingdom. Salesmen are sent out from each branch to canvass business offices, while retail stationers who may wish to stock this particular brand of carbon paper are allowed a trade discount. The prices charged by this firm are considerably higher than those of any other brand on the market. Influenced by the conspicuous progress of this company, a number of English manufacturers have resorted to similar methods. Then there is the manufacturer who, while making only one type of carbon paper and selling it to various typewriter shops, stationers, and small canvassing organizations, does so with the understanding that they will retail it under their own particular brand. Thus it happens that nearly every retailer is selling what purports to be his own special brand of paper. For example, a branch of an American typewriter company in this city, although selling paper under its own name, is really marketing an English product.

Foreign manufacturers frequently have branches located in London, and from there operate their sales in much the same fashion as the English manufacturers, selling to large wholesale agents capable of canvassing the United Kingdom, and who may in turn either appoint local sub-agents or send out salesmen direct to canvass the retail trade throughout the country. No matter which method is used, the bulk of the stocks is usually carried in London. Local supplies are kept to the minimum in each city, and all orders, where possible, are referred direct to the main distributor. This plan is also followed up by a number of English manufacturers, who, as has been mentioned, maintain their own retail sales force.

Under the circumstances, it would seem likely that any Canadian manufacturer who is not yet represented here, and who wishes to enter this market,

might find it advisable to be prepared to spend some money on advertising his particular brand of paper, and also to set up his own retail sales organization. It should be kept in mind that this is a trade which is controlled from London. Any Canadian firm interested in establishing its carbon paper in this country should seek to make its first contacts in London.

NORTH OF ENGLAND KITCHEN CABINET SALES

GERALD A. NEWMAN, ASSISTANT TRADE COMMISSIONER

Liverpool, April 9, 1930.—A fair number of kitchen cabinets are being retailed in the North of England. According to one departmental store manager, most of his purchasers are people living in flats, as householders usually have built-in cupboards which they consider sufficient to meet their needs, while the houses constructed with corporation aid have insufficient room for any such bulky piece of furniture.

The major share of the trade is in the hands of two English manufacturers, overseas makes being shut out of the market on account of the cost of freight which is quite an important item on an article of such large dimensions. Most of the kitchen cabinets sold in Liverpool are made by a Liverpool manufacturer. The retail prices range from £6 15s. (\$32.85) for a cabinet of a height of 6 feet 3 inches, width 2 feet 6 inches and depth 25 inches, up to £15 15s. (\$76.65) for a cabinet 6 feet 3 inches high, 3 feet 6 inches wide and depth (bottom section) 21 inches, (top section) 11½ inches, finished in golden or Jacobean ash. The best selling price is £8 15s. (\$42.58), which is charged for a model designed to meet the requirements of small flats and cottages. This particular cabinet is 6 feet 3 inches high, 2 feet 6 inches wide, constructed of solid ash and contains the following fittings: flour bin, reminder chart, bill file, rack for milk tickets and miscellaneous change, pantry shelf for food packages, cupboard and shelf for dishes, crystal tea and coffee containers, crystal salt dish, five labelled spice jars, and a combined spice bottle and egg rack. The whole interior upper section of the cabinet is white enamelled. The lower section is provided with a porcelain table top 30 inches by 24 inches, and equipped with the usual drawers for flour, cutlery and bread, besides the cupboard with shelf for pots and pans. Other additions consist of seven 2-pound cereal jars, and a towel rail.

Under existing conditions, it would seem likely that any Canadian firm wishing to enter this market would have to offer a cabinet not too elaborate in design, small and compact, having some special feature, and capable of retailing at not more than £8 (\$38.93). Even at this price, however, keen competition would have to be faced from English manufacturers.

MARKET FOR HONEY IN SCOTLAND

A. J. TINGLEY, ASSISTANT TRADE COMMISSIONER

Glasgow, April 11, 1930.—Although there is an increasing sale of honey in Scotland, at the present time the market for this commodity seems rather depressed.

Two Edinburgh firms were approached recently regarding the possibility of establishing a connection for honey in 4½-pound pails. One of these firms had received a large supply of Canadian bulk honey about a year ago, and still had some of it on hand; the other firm mentioned the recent reduction in the price of California white clover honey, which now retails at 1s. 4d. (32 cents)

per section of about 13 ounces, formerly sold at 1s. 6d. (36 cents). The 4½-pound pails are considered an inconvenient size for this market—too small for the wholesaler who prefers to buy in bulk, and too large for the retailer who usually sells in much smaller quantities.

Honey showing in comb sections or ½-pound or 1-pound glass jars has a more ready sale. The average person likes to see what he is buying.

Although the trade is depressed and competition is keen, a fair volume of business is obtainable. Light amber is preferred. Canadian honey is considered the finest which enters this market. New Zealand and California are the chief competitors. This office is in touch with a Glasgow firm who would consider a Canadian connection provided the price was attractive.

At the recent Glasgow Grocers', Bakers', and Confectioners' Exhibition held in Kelvin Hall Canadian honey held a prominent place, and a large number of sample jars were sold to the public. There were also several inquiries from the trade.

During the next two weeks Canadian honey will be featured at the Empire Marketing Board Shop in Argyle street; and during the second week in May there will be a similar display at the Belfast Empire Week, in which prizes are being given for the best window display of Canadian products.

RUSSIAN COMPETITION IN GALLON APPLES

Mr. G. B. Johnson, Canadian Trade Commissioner in Glasgow, writes as follows in connection with Russian competition in gallon apples:—

At the present time gallon apples are coming into Scotland from Russia at 15s. 6d. (\$3.77) per case of 12 tins. They are reported to be good apples, packed in attractively labelled tins. They are competing successfully against Canadian supplies which have been quoted at 18s. c.i.f.

CANADIAN PARTICIPATION IN BRITISH EXHIBITIONS AND FAIRS

Mr. A. T. Seaman, Assistant Canadian Exhibition Commissioner in London, has transmitted the following list of exhibitions and fairs in the United Kingdom during the present year at which the Exhibition Commission of the Department of Trade and Commerce will be represented:—

Belfast Empire Exhibition, Belfast: May 10-17. (Under the auspices of the Empire Marketing Board.)

Nottingham Grocers' Exhibition, Nottingham: May 14-24. (Under the auspices of the Empire Marketing Board.)

London Ideal Holidays Exhibition, London: June 20-July 3.

Salford Historical Pageant, Salford: June 30-July 5.

Alaershot Command and District Horse Show, Alaershot: July 2-5.

Colchester Empire Exhibition, Colchester: July 4-10. (Under the auspices of the Empire Marketing Board.)

World's Poultry Congress, Crystal Palace, London: July 22-30.

Bakers' and Confectioners' Exhibition, London: September 6-12. (Under the auspices of the Empire Marketing Board.)

Bristol's Annual Exhibition, Colston Hall, Bristol: September 11-24.

International Grocers' Exhibition, London: September 20-26. (Under the auspices of the Empire Marketing Board.)

Ideal Homes and Foods Exhibition, Waverley Market, Edinburgh: October 18-November 1.

Dairy Show, London: October 21-24.

Imperial Fruit Show, Leicester: October 24-November 1. (Under the auspices of the Empire Marketing Board.)

CONDITIONS IN THE IRISH FREE STATE

JOHN H. ENGLISH, CANADIAN TRADE COMMISSIONER

Dublin, April 14, 1930.—Notwithstanding the difficult financial situation which has prevailed throughout the world as a result of the stock market crash last autumn, the Irish Free State seems to have held her position well during the first quarter of 1930 and in some particulars improved it. The trade returns for the first two months of the year 1930 show a decrease in the adverse balance of trade of some £1,000,000, imports having increased by £26,214 and exports by £1,031,405 as compared with the same period a year ago.

OLD AGE PENSIONS

As reported in the Dail Eireann by the Minister of Finance, the numbers of old age pensioners and the amount paid to them during the years 1923 to 1929 were as follows:—

Year	Number	Amount
1923	127,323	£3,249,138
1924	122,845	3,187,208
1925	115,817	2,768,359
1926	115,095	2,577,306
1927	114,185	2,549,798
1928	116,709	2,570,287
1929	115,070	2,724,462

FOREIGN TRADE

For the twelve months ended February 28, 1930, the import and export trade improved considerably. The excess of imports over exports, which a year ago stood at £13,633,000, decreased by £500,000 to £13,141,000. In view of the generally adverse conditions of trade, it is encouraging to note that for the twelve-month period exports from Saorstat Eireann increased from £45,695,000 to £48,311,000, while imports increased from £58,607,000 to £60,234,000. The outstanding features of the trade for the first two months of the current year are the increased exports of cattle, porter and stout, and of agricultural tractors and parts. The appearance of tractors and parts in the export figures, valued at £518,979 for the two months as against nil a year ago, is an indication of the benefit which is likely to be derived from the establishment of the Ford tractor factory at Cork, where some 5,500 hands are now employed.

NATIONAL EXCHEQUER

The fiscal year ending March 31, 1930, ended with a deficit of £877,422 as compared with a deficit of £1,173,588 for the preceding fiscal year. The estimated expenditure for supply for the year 1930-31 reveals an increase over the actual expenditure for the preceding year of £931,207 and totals £21,782,928. Including the Central Fund vote, the total estimated expenditure for the year will be approximately £25,932,148 as against an actual total expenditure for 1929-30 of £25,394,634. While the supply estimate for the present year is still considered large and is an increase over the 1929-30 figure, it is just half of that required in the 1923-24 when it totalled £42,278,408.

The following table of estimates and actual expenditures for supply services shows the almost continuous decrease which has taken place since the Free State was established.

	Original Estimates	Actual Expenditure
1922-23	£35,526,928	£26,992,142
1923-24	42,278,408	35,413,156
1924-25	31,873,791	24,482,548
1925-26	26,183,156	23,346,583
1926-27	25,567,909	23,891,945
1927-28	23,502,631	22,255,318
1928-29	22,433,019	21,416,505
1929-30	21,141,430	20,851,719

FLOUR MILLING

A controversy has been continuing during recent months over the proposed rationalization of the Irish flour-milling industry, as it is believed in some quarters that British flour interests are intent upon gaining control of the Irish mills. Should the Irish mills join the Millers' Mutual Association, it is feared that this would mean ultimately the closing down of a number of the less economic Irish mills, thus leaving the market open to dumping by the more powerful English combines. Last year the Tariff Commission completed investigations of the Irish flour-milling industry, and in their report recommended that no duty be placed upon imported flour, as it was their belief that such action would not only increase the cost of flour to the consumer, but would have the effect of increasing domestic competition by encouraging the establishment of mills in the Free State by some of the large British interests. It is unlikely that any definite action will be taken by the Government in the controversy unless it appears that the domestic industry is threatened.

TOURIST TRADE

According to the annual report presented by the Irish Tourist Association, the year 1929 was one of the most successful yet experienced in the tourist trade of this country. It is estimated that last year, as the direct result of the association's activities, some 12,000 additional visitors came to Ireland, while the prospects for an even more successful tourist trade during the present year are encouraging.

AGRICULTURE

Owing to the low level of prices prevailing for farm crops during the quarter, surplus grains and potatoes have been largely used as feed for cattle; practically no home-grown grain was marketed. Cattle are reported to have weathered the winter well, and young stores in forward condition have been in good demand. Prices held well during the period, while exports of live stock to England showed a tendency to increase in spite of depressed conditions of trade generally. The shortage of bacon hogs continues. The total number of pigs marketed during February decreased by 30 per cent, despite a keen demand from buyers.

A seriously depressed condition exists in the butter trade, causing prices to decline to new low levels comparable with those ruling in pre-war days. There appears to be little likelihood of an early improvement in view of a general world over-production. As a result it is not improbable that consideration may be given to the question of limiting the production or use in the future of margarine in the Free State.

EFFECTS OF THE SUGAR CRISIS IN BARBADOS

R. T. YOUNG, CANADIAN TRADE COMMISSIONER

Port of Spain, Trinidad, April 7, 1930.—Barbados may be said to be altogether dependent on the production of sugar for its prosperity, and in view of the present situation facing sugar planters and producers in the West Indies, the outlook in this colony is not reassuring.

The bulk of the sugar manufactured in the island is in the form of dark crystals, the remainder being syrup or muscavado sugar. With the market prices now prevailing, the former can only be sold at a serious loss to producers, while the prices offering for the latter will barely cover the cost of manufacture. To meet these conditions producers have considered reducing the production of dark crystals and increasing the syrup and muscovado; but the modern

factories are not equipped for the production of the latter, and moreover it is only possible to dispose of a limited quantity of sugar in this form.

There was a considerable carry over of syrup from 1928, so that in 1929 it was found necessary to limit production, with the result that all has been disposed of during the past year, though with little or no profit to producers. It is now proposed to produce during the present year muscovado and syrup to the fullest possible extent that market conditions will permit, in the expectation that producers will be able to dispose of their output at a price which will at least cover the cost of production.

Should the producers succeed in carrying out this plan, the reduction in the production of dark crystals would be from 55,000 to 60,000 long tons, or three-fourths of the colony's crop.

However, prices for dark crystals still remain at their low level, while more than three-fourths of the season's crop has already been dealt with, so that producers must now decide whether to sell at the present low prices or to hold and store their sugar. To hold and store depends largely upon the attitude of the banks which have financed them, and also involves additional charges for insurance, interest, and handling, while there is the added difficulty of finding adequate storage space. The attitude of the banks, in turn, largely depends not only on the market price, but on the prospect of any assistance that may be rendered the industry. If producers are compelled to sell at present prices, the losses incurred, it is considered, will be so extensive as to threaten the future existence of sugar production in the colony.

GAS COMPANY TO OPERATE IN PORT OF SPAIN, TRINIDAD

R. T. YOUNG, CANADIAN TRADE COMMISSIONER

Port of Spain, April 1, 1930.—Recently the Trinidad Gas Company has been incorporated under an act of the local legislature whereby it is granted the sole concession to operate a gas service in the city of Port of Spain and environs for a period of thirty years. The company is now beginning to take tangible form in that they are undertaking the raising of capital by subscription locally and abroad. The management will consist of a local board of directors composed of men prominent in the affairs of the Colony, together with a representative of the Colonial Gas Association Limited of London, England, which is behind the scheme.

The company proposes the erection of a modern gas plant capable of supplying the requirements of Port of Spain for cooking, and if necessary light also. Gas is to be obtained from fuel oil which is obtained locally, for which the company have an option to purchase five years' supply at very favourable prices.

There is no doubt that gas for domestic purposes will be a great boon to the average householder in Port of Spain, who at the present time is largely dependent on charcoal and wood for domestic purposes. Both are expensive and inefficient; and the charcoal is dirty and bothersome, while at present, and no doubt for some time to come, the cost of electric current for domestic purposes other than lighting is to the majority out of the question.

It is estimated that gas manufactured from oil can be supplied at \$2.20 per 1,000 cubic feet, and would cost a household of five not more than \$5 per month. The price of \$2.20 is claimed to be the equivalent of electric power at 2 cents per unit. These estimates are based on an initial consumption of 1,500 consumers during the first year of operation, increasing in six years to 1,750 consumers.

This would appear to be an excellent opportunity for Canadian manufacturers of gas stoves, rings and appliances who may already have connections in

Trinidad to place before their agents or customers their lines, and for others to get in touch with the office of the Canadian Trade Commissioner with a view to placing their stoves before the public. It could be arranged to ship on consignment for display purposes a sample or samples of medium price up to date models of stoves, as samples are necessary to create sales. The manufacturers first in are those who will obtain the business, but prices must be within reach of the middle classes, and should be quoted to agents or buyers on a c.i.f. basis.

CATALOGUES AND PRICE LISTS FOR TRINIDAD

Many Canadian manufacturers and exporters lose business opportunities because of their failure to keep the offices of the Trade Commissioners supplied with their latest catalogues and price lists. It should be stated, however, that it is useless to send catalogues and price lists intended for the domestic markets; they must be such as will fulfil the requirements of the areas in which it is desired to sell. In all cases several copies of catalogues, price lists, and other literature should be sent, as it may be advisable to loan them on occasion to merchants and others.

The office of the Canadian Trade Commissioner at Port of Spain, Trinidad, would like to obtain catalogues, quotations, and literature from Canadian manufacturers and exporters of: welding rods and allied lines; wheelbarrows, trucks, weighing scales and machines; asbestos gloves; fluxes; glues; cotton seine twine; flake graphite; wood pulley blocks and wood handles; ice cream freezers and water coolers; grinders, grinding stones; machinery; oil and grease cups; Babbitt metals; cotton waste; and chairs (cheap lines).

ELECTRIC REFRIGERATORS FOR SOUTH AFRICA

Mr. C. S. Bissett, Canadian Trade Commissioner in Cape Town, writes that there is a considerable demand for a cheap electric refrigerator which can be sold retail in South Africa at a price below \$150. It is believed that considerable business is immediately available to any Canadian manufacturer who can place such a product on the market.

Canadian manufacturers who may be interested in offering prices are requested to communicate with the Department of Trade and Commerce, Ottawa (quoting file No. 21489).

COMMODITY MARKETS IN MALTA

A. B. MUDDIMAN, CANADIAN TRADE COMMISSIONER

I

Milan, March 22, 1930.—As a result of a recent tour of the Maltese Islands, the following notes regarding this area little-known, so far as Canada is concerned, are offered for the benefit of Canadian exporters. Wheat and flour are the only Canadian products that are well known in the market. The fact that there is no direct steamship service is of course one of the principal handicaps to the sale of Canadian products in these islands.

AREA AND POPULATION

The Maltese Islands consist of Malta, Gozo, Comino and Cominotto, and several small islets. Malta, the principal island, is about 17 miles in length and 9 miles in breadth and has an area of $91\frac{1}{2}$ square miles. It is situated 58 miles from the island of Sicily and 180 miles from the African Coast. The second largest island of the group is Gozo, with an area of $24\frac{1}{4}$ square miles.

The civil population of the whole group at December 31, 1928, was 239,618 or 1,742 to the square mile. Owing to the density of population, there is a considerable amount of emigration. The Maltese dialect is of Semitic origin, and is held by some to be derived from the Carthaginian and Arabic tongues. Italian and English are in general commercial use. The chief town is Valletta, with a population of about 22,500. Citta Vecchia, the former capital, has a population that has now dwindled to about 500, but its suburb Rabato, has approximately 10,000 inhabitants.

COMMERCE

The chief cause of Malta's importance is, that it is on the direct route between England and the East via the Suez Canal. Malta is also a great naval and military centre. The trade, for the size of the islands, is considerable. The climate, although not tropical, is very hot in summer; the mean summer temperature is 74·7° Fahr., and the winter 54°. The islands are highly cultivated, the chief products are wheat, oranges, melons, grapes, forage, cummin seed, onions and potatoes. About 6,000 females are engaged in making the famous Maltese lace. The white and black silk lace manufactured in Gozo is well known throughout the world. The cotton industry in Malta was fairly large at one time, but has been abandoned of late years. Tobacco is imported in the leaf, and manufactured in the island. There are several manufacturers of cigarettes, including a world-famous company. Straw and rush work affords a local industry, employing chiefly women.

RAILWAY AND ROADS

There is a small railway in the island of Malta. It runs from Valletta to Museum—7½ miles, is on a metric gauge, and is worked by the Government.

There are 219 miles of first-class roads in Malta and 52 in Gozo, and 104 miles of second class roads in Malta and 10 in Gozo. There are approximately 2,000 automobiles, including touring and lorries, in the islands; there are also 400 motor cycles.

CHIEF CENTRES

The chief business centre of the Maltese islands is Valletta. Here are the naval dockyards and arsenal of the British Fleet, and here also is one of the world's finest harbours. In 1928 the port was entered by 2,523 vessels.

Valletta is also the centre of the Maltese Government, with its Ministry and Parliament. The Parliament consists of two houses—the Senate and the Legislative Assembly. There are two or three daily papers in Valletta. The chief business paper is the *Mercurius*, a daily in which full particulars of the ships' manifests of cargoes entering the harbour are printed. There is also a chamber of commerce; inquiries sent to the chamber by exporters are also printed in the *Mercurius* as trade inquiries. The annual report of the chamber of commerce is useful to exporters, as it contains a list of the members of the chamber of commerce.

CARE REQUIRED

Considerable care should be exercised in opening up agencies or doing business with unknown parties in the islands of Malta. Canadian firms who desire to export to this area should first get in touch with the office of the Trade Commissioner in Milan, which has supervision over this territory. While there are a number of reliable agents in Malta, few are in a large way. Of late years the number of persons devoid of business experience or of capital to invest, who write around soliciting agencies, has been greatly on the increase.

BRITISH GOVERNMENT ORGANIZATIONS

Very little purchasing is done in the island of Malta in connection with the needs of the Fleet. There is a superintendent officer of supplies, who informed the writer that all purchasing in such lines as lumber is done by the Admiralty in England. There is also a superintendent of victualling for the Fleet. Here also a somewhat similar situation presents itself. The local area manager of the Navy, Army and Air Force Institutes states that all purchases for these organizations are made in London. However, should there be a direct line established between Canada and the Island of Malta, they would be quite prepared to handle direct shipments of Canadian apples and frozen salmon if prices were right. In the stores of these institutes Canadian canned salmon, flour, and condensed milk, besides cereal foods and other lines were seen. The policy, however, is not one of direct purchase by area managers, but through the headquarters in London.

FOREIGN TRADE

Through the courtesy of the Chief Statistician of the Customs House at Malta an advance copy of the figures for calendar year 1929 was obtained. The value of the imports and exports during that year were as follows:—

<i>Imports</i>		
Food, drink and tobacco		£1,767,016
Raw material		547,657
Manufactured articles		1,358,161
Miscellaneous		368,952
		<hr/>
Specie		4,041,786
		140
		<hr/>
Total value of imports		£4,041,926
<i>Exports</i>		
	Local Produce	Re-exported
Food, drink and tobacco	£ 175,112	£ 43,213
Raw material	70,158	258,752
Manufactured articles	6,468	28,068
Miscellaneous	2,691	982
	<hr/>	<hr/>
Specie	£ 254,429	£ 331,015
	.....	426
	<hr/>	<hr/>
	£ 254,429	£ 331,441
	<hr/>	<hr/>
Total value of exports		£ 585,870

Notes on Imports of Foodstuffs

BUTTER

Excellent butter can be obtained in Malta. The importation is considerable, owing to the presence of British forces. The bulk of the butter is of Dominion origin, chiefly New Zealand, and is imported via London. In 1928 5,226 English hundredweights were imported, of which 5,051 English hundredweights came from the United Kingdom. The only other country really competing, and that in negligible quantity, is Holland.

CEREALS (BREAKFAST)

Cornflakes, grapenuts, post-toasties, puffed wheat, shredded wheat, etc., are all sold in small quantities. These breakfast cereals when imported direct from the United States are, according to one importer who was interested in buying British goods, much cheaper than when purchased from Canada. The packing is the same. Grapenuts offered from the United States—and the invoice was shown to the writer—cost c.i.f. Valletta 7s. 7d., while from Canada the price is 8s. 9d. An even bigger difference was noted in the price of corn flakes.

CHEESE

The total imports into Malta for the last calendar year 1929 were 15,052 English hundredweights. Eighteen hundredweights were imported from Canada. The largest importations from the British Empire were from New Zealand, but the bulk trade is in Sicilian cheese, brought in sailing vessels with macaroni and sold on a consignment basis. In view of the fact that Malta is now producing macaroni to a small extent, it is a question whether this cheese trade will not also be affected by an increase in production of macaroni.

CHOCOLATES

The largest trade in cheap chocolates is held by Belgium. In 1928 about 33 per cent of the business was Belgian, but last year it increased to nearly 50 per cent. Chocolates from the United Kingdom are on sale in the better-class shops and at the Navy, Army and Air Force Institutes. Some cheap brands of Dutch chocolates are also on sale.

FISH

Canned Fish.—In 1929 imports of canned fish amounted to £14,802 as against £18,335 for the previous year. Italy is the largest source of supply, shipping in 1929 to the value of £4,636, as compared with £6,114 in the previous year.

Imports from the United Kingdom of canned salmon in 1929 were valued at £4,971 as compared with £4,824 in the previous year.

Imports of canned salmon from Canada were valued at £2,513 in 1929 as against £1,387 in 1928. Japanese canned salmon is now selling in Malta; some of this is coming in through a well-known English house. The United States as a source of supply has declined.

Norway does a fair business in canned sardines or bristlings. In 1928 these were shipped to the value of £879; last year the imports amounted to £662. There is a possible opening for Canadian canned sardines in this territory. (See trade inquiries on page 675 of this issue.) Some sardines are being sold in olive oil; but the majority are sold packed in arachid or in tomato sauce. Olive oil packing is too expensive, as price is a great factor in this business. The cans should have openers.

There is very small demand for canned lobsters owing to their high price.

Salted and Dried Fish.—Cured, dried or preserved salted fish was imported last year to the value of £34,615. Cod from the Dominion is practically unknown, but the Newfoundland is known and appreciated. The value of importation direct from Canada in 1929 was £150, and from Newfoundland £2,232.

The type of codfish desired from Canada would be "tinkers" and "other codfish under 14." It will probably not be possible to ship Gaspé, as it is too high in quality and in price, but there would seem to be no reason why small North Shore fish and Caraquet fish should not be exported, provided that a direct line is established between Canada and Malta.

A larger assortment of cured, dried or preserved salted fish such as kippers came in 1929 from the United Kingdom; the value was £11,864. The largest imports however were from Italy—preserved anchovies in salt being imported from that country in 1929 to the value of £14,512. These are imported in casks of one English hundredweight, and also in cans of from 5 to 10 kilos.

Importers showed some interest in the possibilities of a trade in halibut and ling.

FLOUR

There are six flour mills in Malta with a total capacity of 69 sacks of 280 pounds per hour. The mills never work at capacity nor are they amalgamated, but some of them combine in wheat purchases. In spite of local milling there is always a demand for hard wheat flour from Canada and for softer wheat

flour from Australia for blending. Canadian flour blends better with Australian than does American. The heavy moisture content of English flour and its high price militate against its wider use.

Flour should be shipped to Malta in cotton sacks of 140 pounds. Terms of purchase generally are opening of bank credit or cash against documents. Special contract forms are used; these are more or less alike and are well known to the trade.

The importations of flour during the year 1929 and the previous year 1928 were as follows:—

	1929		1928	
	Cwts.	Value	Cwts.	Value
United Kingdom	16,676	£ 14,638	10,855	£ 10,794
Australia	35,356	27,475	28,595	22,164
Canada	37,813	28,436	53,386	44,139
Egypt	10	10	2,399	1,737
France	9,867	8,034	....	....
Tunis	3,159	4,346	634	980
Italy	488	610	....	....
United States	115,394	\$4,738	76,271	73,962
Total	218,763	£168,287	172,140	£163,776

Last year practically 50 per cent of the total is credited to the United States, and it is probable that some Canadian flour is included in the total. To maintain their position in the market, Canadian millers must be prepared to visit Malta from time to time.

INDIA'S FOREIGN TRADE DURING FEBRUARY

RICHARD GREW, CANADIAN TRADE COMMISSIONER

[NOTE.—At par value of exchange, one rupee is equal to 36 cents in Canadian currency.]

Calcutta, March 27, 1930.—The trade returns of British India for February show, as compared with the preceding month, decreases in the values of imports, exports and re-exports.

The imports of private merchandise totalled Rs.173,200,000 (\$62,352,000) as against Rs.229,400,000 (\$82,584,000) in January—a decrease of Rs.56,200,000 (\$20,232,000). The value of exports of Indian produce and manufactures decreased by Rs.21,000,000 (\$7,560,000) from Rs.264,700,000 (\$95,292,000) in January to Rs.243,700,000 (\$87,732,000) in February, and re-exports fell by Rs.400,000 (\$144,000) to Rs.4,000,000 (\$1,440,000).

Treasure on private account, including currency notes, showed a net import of Rs.34,700,000 (\$12,492,000) in February, 1930, as against Rs.23,900,000 (\$8,604,000) in the preceding month and Rs.33,700,000 (\$12,132,000) in February, 1929. The import and export figures of gold and silver during the eleven months April, 1929, to February, 1930, compare as follows with the corresponding period of the preceding year:—

Eleven Months April to February

	1929-30	1928-29	Decrease
Gold imported	Rs.132,900,000 (\$47,844,000)	Rs.175,900,000 (\$63,324,000)	Rs.43,000,000 (\$15,480,000)
Gold exported	Rs. 100,000 (\$ 36,000)	Rs. 200,000 (\$ 72,000)	Rs. 100,000 (\$ 36,000)
Silver imported	Rs.121,100,000 (\$43,596,000)	Rs.153,600,000 (\$55,296,000)	Rs.32,500,000 (\$11,700,000)
Silver exported	Rs. 14,800,000 (\$ 5,328,000)	Rs. 28,500,000 (\$10,260,000)	Rs.13,700,000 (\$ 4,932,000)

Measured by the statistics of merchandise and treasure, the total visible balance of trade in February was Rs.41,300,000 (\$14,868,000) in favour of India as compared with Rs.17,700,000 (\$6,372,000) in January and Rs.54,-

900,000 (\$19,764,000) in February, 1929. During the eleven months ended February, the visible balance of trade in merchandise and treasure was Rs.475,100,000 (\$171,036,000) in favour of India as compared with Rs.464,900,000 (\$167,364,000) in the corresponding period of the preceding year. The balance of remittances of funds in February was *minus* Rs.7,700,000 (\$2,772,000), and in the eleven months ended February *minus* Rs.210,100,000 (\$75,636,000).

CHANGES IN IMPORTS

As compared with February, 1929, the imports of food, drink, and tobacco in February, 1930, declined by Rs.21,200,000 (\$7,632,000) to Rs.26,300,000 (\$9,468,000), and those of manufactured articles by Rs.5,600,000 (\$2,016,000) to Rs.127,900,000 (\$46,044,000), while raw materials rose by Rs.2,100,000 (\$756,000) to Rs.16,000,000 (\$5,760,000). Under food, drink, and tobacco, imports of sugar declined in quantity by 23,000 tons to 43,000 tons and in value by Rs.5,500,000 (\$1,980,000) to Rs.6,300,000 (\$2,268,000), while beet sugar recorded an increase of 10,000 tons in quantity and of Rs.1,500,000 (\$540,000) in value. The imports of wheat fell from 147,000 to 24,000 tons in quantity and from Rs.21,600,000 (\$7,776,000) to Rs.3,600,000 (\$1,296,000) in value. The imports of rice not in the husk also declined from 8,000 tons valued at Rs.1,200,000 (\$432,000) to a negligible quantity. Imports of betel-nuts recorded an increase of 61,000 cwt. in quantity and of Rs.1,000,000 (\$360,000) in value.

Under raw materials the imports of kerosene oil showed an increase of 1,000,000 gallons in quantity and of Rs.400,000 (\$144,000) in value. Dangerous petroleum (petrol, etc.) showed an increase of 4,000,000 gallons in quantity and of Rs.3,500,000 (\$1,440,000) in value. Raw cotton recorded a decrease of 400 tons in quantity and of Rs.800,000 (\$288,000) in value. Under manufactured articles, the imports of cotton yarn and manufactures decreased by Rs.1,500,000 (\$540,000). The imports of twist and yarn decreased slightly in quantity and by Rs.1,200,000 (\$432,000) to Rs.4,100,000 (\$1,476,000) in value. Cotton piece goods rose by 13,000,000 yards in quantity, but fell in value by Rs.1,000,000 (\$360,000). White and coloured goods showed increases of 4,000,000 and 10,000,000 yards in quantity and of Rs.200,000 (\$72,000) and Rs.1,500,000 (\$540,000) respectively in value, while grey goods recorded a decrease of 2,000,000 yards in quantity and of Rs.2,700,000 (\$972,000) in value. There were noticeable decreases of Rs.5,200,000 (\$1,872,000) under iron and steel, to which sheets and plates alone contributed Rs.2,900,000 (\$1,044,000), Rs.1,300,000 (\$468,000) under motor cars; while there was an increase under aniline dyes of Rs.700,000 (\$252,000).

VARIATION IN EXPORTS

Exports of food, drink, and tobacco during the month under review, compared with February, 1929, increased by Rs.5,100,000 (\$1,836,000) to Rs.52,900,000 (\$19,044,000), due mainly to larger shipments of rice and coffee. The exports of tea fell by 10,000,000 pounds in quantity and by Rs.7,100,000 (\$2,556,000) in value. The quantity of coffee exports increased from 13,000 cwt. to 43,000 cwt., and the value thereof rose from Rs.1,100,000 (\$396,000) to Rs.3,400,000 (\$1,224,000). Exports of rice not in the husk increased by 101,000 tons in quantity and by Rs.10,200,000 (\$3,672,000) in value. Raw materials and produce exported decreased by Rs.30,900,000 (\$11,124,000) to Rs.131,200,000 (\$47,232,000). Raw cotton recorded an increase of 24,000 tons in quantity and of Rs.12,400,000 (\$4,464,000) in value.

Of the total shipments of 88,000 tons, Japan took 35,000 tons or 40 per cent, China 16,500, Italy 7,700, France 6,400, Belgium 6,100, the United Kingdom 5,600, Germany 5,400, and Spain 2,000 tons, and the remainder went mainly to the Netherlands and the United States. Exports of raw jute fell from 81,000 tons

to 58,000 tons in quantity, the corresponding decrease in value being from Rs.29,600,000 (\$10,656,000) to Rs.17,600,000 (\$6,336,000). The exports of oil-seeds showed a net decrease of Rs.19,900,000 (\$7,164,000).

The decreases were mainly under groundnuts (—Rs.14,500,000 or \$5,220,000), rapeseed (—Rs.2,800,000 or \$1,008,000), cottonseed (—Rs.800,000 or \$288,000), and sesamum (—Rs.1,000,000 or \$360,000). The exports of lac decreased by 7,000 cwt. in quantity and by Rs. 2,700,000 (\$972,000) in value. The exports of raw wool decreased by 3,000,000 pounds in quantity and by Rs.2,300,000 (\$828,000) in value; raw hides and skins fell by 1,500 tons in quantity and by Rs.3,500,000 (\$1,440,000) in value. Shipments of oilcakes decreased by 14,000 tons in quantity and by Rs.1,800,000 (\$648,000) in value. Manufactured goods decreased by Rs.9,700,000 (\$3,492,000) to Rs.57,700,000 (\$20,772,000). The number of jute bags shipped rose from 38,000,000 to 39,000,000 in quantity, but the value fell from Rs.16,700,000 (\$6,012,000) to Rs.13,800,000 (\$5,328,000). The yardage of gunny cloth exported rose from 123,000,000 to 125,000,000, with a decrease in value from Rs.26,400,000 (\$9,504,000) to Rs.20,100,000 (\$7,236,000). The exports of cotton manufactures (yarn and piece goods) declined by Rs.2,400,000 (\$864,000).

DIRECTION OF TRADE

The share of the United Kingdom in imports rose from 42 per cent in February, 1929, to 45 per cent in February, 1930, but in exports it remained at 18 per cent as in February, 1929. The shares of Germany, Japan, and the United States in February, 1930, were respectively 6, 10, and 8 per cent under imports and 7, 15, and 10 per cent under exports.

The tonnage of vessels entered into British India and cleared outwards with cargoes from and to foreign countries and British possessions during February amounted respectively to 673,000 and 739,000 as against 823,000 and 813,000 in January, 1930, and 677,000 and 695,000 a year ago. During the eleven months ended February the tonnage of vessels entered and cleared with cargoes amounted respectively to 7,551,000 and 8,076,000, as compared with 7,521,000 and 7,602,000 in the corresponding period of the preceding year.

AIRCRAFT IN HONGKONG AND SOUTH CHINA

W. J. RIDDIFORD, ASSISTANT TRADE COMMISSIONER

Hongkong, March 25, 1930.—A Nanking despatch under date of March 23, 1930, states that "a number of leading Government officials have formed a joint company with certain American aviation interests for the establishment of an aeroplane factory in China. American experts will direct and supervise the manufacture of planes." Although it may be two years before this scheme is in actual operation, the report is indicative of the interest in aviation that exists all through the East. China presents a virgin territory for transportation systems; but there is some difference of opinion as to what particular types will best suit the needs of the country. One group favours railways, another advocates a nation-wide road-building program, while other experts consider that a network of both railways and highways should link the important commercial cities. In the meantime, especially in South China, modern transportation facilities may be said to be non-existent. There are not more than 300 miles of railways and practically no inter-urban highways, and the only modern means of forwarding freight or mails any distance into the interior is by small river craft. The opportunities for the development of aerial transportation in such a territory are numerous.

The use of aircraft in South China has up till now been largely limited to military and naval operations of the Chinese and foreign governments, although there are air-mail services in operation in North China between Shanghai, Nanking, and Hankow. Rumours of a contemplated air-mail service between China and Japan have recently been current. Indeed, as has often been pointed out by experts, the Orient presents a better field than does Europe for air-mail services. Japan, China, the Philippine Islands, French Indo-China, the Federated Malay States, and the Netherlands East Indies all present thickly populated and wealthy territories either separated by short stretches of water or, where contiguous, not linked up by railways or roads. Considerable delays would be obviated if air services between these countries existed.

If any extensive system of airways were inaugurated in the Far East, Hongkong would be an important point on account of its central position, excellent harbour and landing fields, and its long-standing connection with all branches of transportation. The colony's position as a base for steamship companies operating along the China coast is a guarantee that this would follow any such development, and already numerous local interests have evidenced their intention of participating in the future sale or operation of aircraft.

FLYING CLUBS

In addition to the possibilities for the sale of aircraft to companies that may be formed to operate passenger and air-mail routes from Hongkong, flying clubs are in existence both at Hongkong and Canton, which are reported to have a large and enthusiastic membership. They are supported financially by members' fees, private subscriptions and, in the case of Hongkong at least, by Government grant. Expert pilots are available to teach those desirous of learning to fly, and every effort is made to promote a general interest in aviation. The Hongkong Flying Club already owns one small aeroplane, and will be in the market for one or two more in a few months' time. No doubt the Canton Flying Club will also be buying machines in the near future. The activities of these two clubs will lead to considerable private flying.

MARKET POSSIBILITIES

There is also the possibility of selling aircraft to the Chinese Government. Fighting planes or modern types of commercial craft, fast and either equipped with or adapted to the newest model machine guns, have been used by the air force of the Cantonese army, and it is altogether probable that this demand will continue. Chinese officials have been watching with considerable interest the use by the Canadian Government of aircraft to photograph and survey the northern parts of the Dominion, as it is recognized that this procedure is specially applicable to the development of China. If the Chinese Government, in connection with road-building and railway-construction schemes, decides to purchase a fleet of aeroplanes for survey purposes, there should be an excellent opportunity for the manufacturers who have supplied the Canadian Government with machines to receive good orders from the Chinese authorities.

Canadian manufacturers of aircraft, especially those equipped with pontoons, or actual seaplanes, would do well to forward catalogues, specifications, photographs and c.i.f. Hongkong prices to this office, so that advantage may be taken of every opportunity to secure business for Canadian firms.

TRADE AND ECONOMIC CONDITIONS IN CHINA

L. M. COSGRAVE, CANADIAN TRADE COMMISSIONER

Shanghai, April 3, 1930.—The continued depressed condition of China's currency has reached an acute stage throughout the whole of the Republic, and the reaction is so noticeable through every class of industry that it is now seriously engaging the attention of Government authorities and of the leading banks, both foreign and Chinese. The currency is now 30 per cent less in value than it was six months ago.

Practically all classes of imports have shown serious declines during the past three months as compared with similar periods in past years, despite the fact that the first quarter of the calendar year is usually regarded as the chief buying season, particularly for seasonal goods destined for arrival in the autumn months.

Curiously enough, though it was confidently anticipated that the serious drop in currency would at any rate stimulate the purchase of China's exportable commodities and thus tend to equalize her heavy adverse balance of trade, no such result has followed, due to new and extremely serious disturbances throughout the interior—a combination of serious threats by Central and Northern Chinese war lords against the Nationalist Government, and of banditry on a large scale in the more remote provinces which have hitherto been the chief exporting areas. Purchases from abroad are on a hand-to-mouth basis, with little or no future transactions being recorded.

A recent résumé of business conditions by the Ministry of Industry, Commerce and Labour paints a rather depressing picture of China's leading industries. "It is anticipated that within the next three months China's cotton yarn industry will be almost stagnant owing to the inability of merchants to purchase raw material from abroad at the present exchange rates, and because domestic cotton is not available, and what has been produced cannot be transported from the interior." As regards China's flour industry, it is stated that "China's domestic wheat production is considered sufficient to meet the demands of China's flour mills for from three to five months, but for the latter seven months China will have to purchase its flour supplies from abroad, again owing to millers' inability to purchase, at present exchange rates, wheat from Canada or the United States."

Regarding China's tobacco industries, the statement is made: "Keen competition on the part of foreign tobacco companies, and inability to purchase raw materials at the present rate of exchange, have forced Chinese tobacco factories to either seriously curtail their production or close down." Finally, the position of China's extensive silk industries is thus summarized: "During the last few months more than fifty of the 106 silk filatures in Shanghai closed on account of losses and lack of raw material from the interior." In a lesser degree the same situation applies to the silk-weaving industries, hosiery, soap and match factories.

At the time of writing few bright spots are apparent, and the continued difficulties between the Nationalist Government and the Northern Chinese war lords will, it is feared, continue for some months. On the other hand, the fact should be stated that, with the settlement of the Sino-Russian dispute in Manchuria, conditions north of the Great Wall have taken a turn for the better and that general trade conditions in these regions are reported to be distinctly improving.

Distributing firms are again replacing their diminished stocks, the construction of new roads and railways is being resumed, and exports of the main staples such as soya beans and cereals have again begun. Another encouraging sign is that the Nationalist Government at Nanking are thoroughly alive to the

dangers of the present currency situation, and are exploring every means of stabilizing their currency with the aid of the best foreign experts.

In so far as Canadian products are concerned, sundry lines and manufactured goods are continuing to find a local market though in somewhat reduced volume. The chief declines are in the larger staples such as wheat, flour and metals.

The stocks of flour in the chief distributing centre, Tientsin, are reported to be about $1\frac{1}{2}$ million bags, with fair clearances, and it is hoped that the early summer may bring a renewal of the regular buying of the past few years.

GERMAN ECONOMIC SITUATION

M. B. PALMER, ASSISTANT TRADE COMMISSIONER

Hamburg, April 12, 1930.—The economic decline which began last autumn has, since the beginning of the year, become very much worse. Despite the mild winter, building operations have come to an almost complete standstill owing to the increased difficulty of securing credits. The depression in other countries has caused exports to fall off, and the prosperity in the coal and iron industries has come to an end. The number of persons in receipt of unemployment insurance is about 2,360,000, while the actual number of fully unemployed in Germany is believed to be about 3,100,000, together with about 1,300,000 persons working short time. Practically one-quarter of all Germany's working population is thus out of employment, and it is estimated that an average number between 1,500,000 and 1,700,000 unemployed will have to be reckoned with during the present year.

A report of the "Institut für Konjunktur-Forschung" (Institute for the Study of Trade Fluctuations) advances the view that Germany has about reached the low point of the economic depression, and that a powerful stimulus to improvement would be given if more long-term credits could be obtained. The Reichsbank, however, appears to oppose the increased inflow of foreign credit, while industrialists and manufacturers argue that trade cannot recover until some of the burdens placed on production by the State for the benefit of the workers are removed. The annual report of Krupps expresses the view that, if Germany is to regain its former position and be placed on a sound profit-earning basis, it is imperative that the Government should recognize the serious position created by a policy which imposes ever-increasing burdens on industry.

The Ruhr Coal Syndicate's report is in a similar strain, and declares that the situation has become gradually worse since the beginning of the year. It points especially to the growth of stocks at the pithead. These stocks at the end of January were 842,000 tons of coal and 133,000 tons of coke, which have now accumulated in all to over 3,500,000 tons. The outlook for the immediate future is considered by the syndicate to be by no means favourable, as coal merchants are well supplied.

The annual report of the German United Steel Works—an organization that controls over 40 per cent of the iron and steel production of the country and 25 per cent of the coal output—reflects in large measure the general economic and financial conditions prevailing in Germany. This combine has been foremost in the rationalization movement of recent years, and while financial results have been favourable, employees continually assert that they have been robbed of many of the benefits of this policy, and that its effects have been nullified by the increased burden of taxes and social service, and demand a radical alteration in the financial and economic policy of the Reich.

Sharp declines have taken place on the market for non-ferrous metals, caused by the liquidation of large stocks. The tendency in the grain market is uncertain, the textile market is weak, and little interest is shown in colonial produce.

MONEY MARKET

The resignation on March 7 of Dr. Schacht as president of the Reichsbank caused extensive short selling on the Bourse, but the designation of Dr. Hans Luther as his successor has inspired confidence, as it was felt that the policy of the Reichsbank would remain unchanged. The share market, however, remains stagnant.

Following the lead of the Bank of England and the Federal Reserve Bank of New York, the Reichsbank on March 24 reduced its discount rate from $5\frac{1}{2}$ to 5 per cent. This new rate has been in effect only once—at the beginning of 1927—since the stabilization of the mark, and is the final result of the Reichsbank's effort not to lose to too great an extent its contact with the rates of the open markets. Changes in the discount rates have occurred as follows: January, 1929, from 7 to $6\frac{1}{2}$ per cent; April, 1929, $7\frac{1}{2}$ per cent; November, 1929, 7 per cent; January, 1930, $6\frac{1}{2}$ per cent; February, 1930, 6 per cent; March 7, 1930, $5\frac{1}{2}$ per cent; March 24, 1930, 5 per cent.

At the end of December, 1929, the bank's holdings of gold and drafts payable in foreign currencies amounted to 2,687 million marks, and by March 14 these increased to 2,892 million marks, so that 67.8 per cent of the note circulation is thus covered by gold and foreign bills, and any further increase appears unnecessary. The private discount rate is now $5\frac{1}{8}$ per cent, and daily money rates are from 4 to 6 per cent. German banks now pay 3 and $3\frac{1}{2}$ per cent on deposits, subject to withdrawal daily.

SHIPPING FUSION

Culminating negotiations which have been carried on for two years, the two leading German shipping companies—the Hamburg-America Line (Hapag) and the North German Lloyd—have entered into an agreement which amounts in practice to a fusion. The two companies remain only formally separate, in order that the drawing power of the old names shall continue, but a joint directorate will conduct their affairs, and profits will be reckoned together, so that the same dividend can be declared for each company. The negotiations were facilitated by the fact that both concerns are of about the same proportions. The Lloyd has a capital of 165 and the Hapag of 160 million marks, while long-term obligations amount respectively to 100 and 140 million marks. This difference is compensated for by the fact that the Lloyd can look for receipts of 100 million marks and the Hapag 150 million when property sequestered in the United States is released. The Lloyd's fleet comprises 942,000 gross register tons, and the Hapag 1,100,000 tons, while the value of the two fleets is about equal. Passenger traffic is the chief item in the Lloyd's business, whereas freight traffic is the more important for the Hapag.

Almost the entire German shipping business is now under uniform direction, and since the competition of foreign shipping concerns in German ports and also in Rotterdam is very strong, this combination must be regarded as of distinct advantage to German shippers.

GERMAN FISH MEAL MARKET PROSPECTS

L. D. WILGRESS, CANADIAN TRADE COMMISSIONER

Hamburg, April 14, 1930.—The prospects for the sale of Canadian fish meal to the German market next season are difficult to judge. After a period of some activity during the winter months, the German fish meal trade has become fairly quiet again and the demand is reported to be poor.

The activity during the winter was stimulated by the reports of the marked falling off in the Norwegian production of fresh herring meal. In the

previous season there had been a record production of fresh herring meal in Norway. The total exports of all kinds of herring meal from Norway in 1929 amounted to 56,200 tons compared with 31,287 tons in 1928. In the closing months of last year the figures of the production of fresh herring meal fell far below those of the corresponding period of the previous year. On the other hand, there is this year an abundant supply in Norway of the inferior Westland herring meal, which contains from 6 to 8 per cent of salt. The output this season is estimated at between 30,000 and 40,000 tons or double that of the previous year. This increase in production should compensate for the falling off in the output of fresh herring meal.

British Columbia pilchard meal competes on the German market chiefly with the Norwegian fresh herring meal, so that the shortage in the supply of this meal should favour sales of the British Columbia product in spite of the large quantities available of the inferior Westland meal. An important factor, however, is the strength of the German demand. Last year the heavy production of fresh herring meal in Norway did not unduly depress the market as hog prices in Germany were high with a consequent good demand for fish meal. The total imports of all kinds of fish meal into Germany last year amounted to 118,057 metric tons (1 metric ton = 2,204 pounds) as compared with 94,208 tons in 1928. Of the former quantity Norway supplied 67,938 tons, Great Britain 26,952 tons, the United States 7,847 tons, Denmark 6,073 tons, and Canada 2,263 tons.

The probable German demand for fish meal during the coming season is very difficult to estimate, since so many factors have to be taken into consideration. New agricultural duties have recently come into force which involve increases in the duties on barley and other feeding stuffs, while the sale of imported corn is now controlled by a Government monopoly. The hog breeders therefore have to pay more for their basic feeding-stuffs in spite of the fall in prices, and it is not yet known what effect this might possibly have on hog breeding in general and on the demand for fish meal in particular. Hog prices have declined from the high level of last summer, but are being maintained by an increase in duty at the price level of R.M.70 per 50 kg. (110 pounds) live weight.

In view of the uncertainty regarding future market developments, German firms are not inclined at present to place contracts for supplies of fish meal. The dealers in the interior have lost heavily on the contracts placed last autumn for all kinds of feeding stuffs, which have since declined in price and they are not disposed for this reason to place contracts for fish meal with the Hamburg importers. The latter accordingly are not taking steps to arrange for future supplies, so that beyond purchases for current requirements little business in fish meal is being transacted on the Hamburg market at the present time.

THE COURSE OF PRICES

Prices for fish meal remained remarkably firm during the winter and did not react to the fall in the prices of other feeding stuffs. Lately a somewhat weaker tendency has been noticeable due to the hesitancy of German buyers. Norwegian cod meal was recently dealt in at £21 per 1,000 kg. (2,204 pounds), but now £18 10s. is the best price German firms are disposed to offer for shipments from the month of May onwards. The production of cod meal in Norway this year has been so far about the same as last year. In 1929 Germany imported 22,500 metric tons of Norwegian cod meal as compared with 19,400 tons in 1928. White fish meal from Great Britain remains firm in price at around £17 5s. per long ton (2,240 pounds) for delivery up to August, but offers are now said to outnumber the inquiries. The present prices of Norwegian herring meal range from £15 to £15 10s. per 1,000 kg. (2,204 pounds)

and prices are firm owing to the scarcity of this kind of meal. The leading producers of the Westland herring meal have agreed to maintain a price of £13 per 1,000 kg. (2,204 pounds) until next December, but independent producers are said to be offering below this price, and it is not certain that prices can be maintained. Normally Westland herring meal is quoted at about £1 below the price of fresh herring meal.

Last season around 2,200 tons of British Columbia pilchard meal were dealt in on the Hamburg market. In view of the shortage in Norwegian fresh herring meal, a similar quantity of pilchard meal should be purchased by Hamburg importers from next season's British Columbia production, provided the German market does not weaken to such an extent as to prevent the Hamburg firms from paying the prices required by the Vancouver exporters.

MARKET FOR STORAGE BATTERY SEPARATORS IN DENMARK

FREDERICK H. PALMER, CANADIAN TRADE COMMISSIONER

Oslo, April 12, 1930.—At the end of September, 1929, the number of motor vehicles operating in Denmark was 98,300. Of these, 1,104 were buses, 8,160 taxis, 27,958 trucks, and the balance (61,078) principally private cars.

As the large majority of these vehicles are gasoline-driven, and have an electric starting device built into the power plant, the use of an electric storage battery in each unit is required. Storage batteries give remarkable service, and with even ordinary care and attention will stand up under pressure for long periods. However, for many reasons batteries from time to time need rebuilding, or at least internal servicing. Overheating by not watching the charging rate, adding impure water, too frequent use of the starting motor, and short circuits outside the battery may all cause interior faults to develop.

It is generally found that interior interruptions in the circuit are nearly always accompanied by failure of the separators which are inserted between the plates. This is particularly true of wooden separators, so that nearly every time a battery is serviced for interior defects a new set of separators is used.

Since the large majority of batteries used are of a pattern and design familiar to Canadians, the attention of manufacturers of wooden separators is directed to an inquiry published in this issue of the *Commercial Intelligence Journal* on behalf of an important distributor of automotive parts and accessories in Copenhagen (see trade inquiry No. 428 on page 675). The sizes of separators in most common demand are $5\frac{7}{8}$ inches by $5\frac{3}{8}$ inches, $\frac{5}{6}$ of an inch thick, although there is also a demand for $5\frac{1}{2}$ by $5\frac{3}{4}$ separators of the same thickness. In accordance with standard practice, all separators must be grooved to permit adequate circulation of acid and gases, and to lengthen the life of the separators impregnation with preservative is essential.

The packing desired is the usual one of wrapping 100 separators into a watertight bundle in waxed paper, and in a wire-bound case it is usual to pack ten such bundles.

The usual terms of payment are cash against documents on first presentation after the arrival of the goods; earlier payment is only possible if a discount is allowed.

While separators are not specifically mentioned in the Danish customs tariff, they have been ruled as coming within the provisions of Item No. 333 and dutiable at 6 öre per kilo of 0.53 cent per pound.

AGENCIES IN THE DOMINICAN REPUBLIC

JAMES CORMACK, CANADIAN TRADE COMMISSIONER

Havana, April 10, 1930.—At the present time political, financial and commercial conditions in the Dominican Republic are difficult and unsettled, and special care should be exercised by Canadian exporters in the appointment of agents.

BUSINESS METHODS

Nearly all the import business is done through commission agents—only a few firms do any direct buying. The choice of agents is large, but many are without much experience, and are naturally keen to make quick and frequent sales in order to earn commissions in the present hard times; and there are others, efficient and responsible, who lack the necessary organization to give proper attention to the more difficult and less remunerative agencies, and are inclined to take on too many lines. On the other hand, there are many commission agents in the Island who are excellent representatives, provided they are given reasonably saleable lines to handle.

REFERENCES

Exporters should not entertain direct applications from unknown or unrecommended firms or individuals, even when the letter-heads are impressive or carry high-sounding names, these being poor substitutes for a satisfactory bank reference. The Royal Bank of Canada, the Bank of Nova Scotia, the National City Bank, and the British Consul, all in Santo Domingo City, are in a position to furnish up to date references on applicants. In addition, the head offices of the Canadian banks keep information of this kind on file, but it is well also to make inquiry locally as conditions are liable to sudden and frequent change.

TERRITORY

The majority of the larger commission agents have their offices in Santo Domingo City only, but a few have branches or connections in some of the other cities. An agent in the capital is, however, quite able to cover the Republic, as communications are good. A number of foreign firms, however, have a separate agent for the north side (usually Puerto Plata), and some for the interior (usually Santiago), where there is a special market for agricultural requisites used in the cultivation of such crops as sugar, tobacco and coffee.

COMMISSIONS

The United States hold the market chiefly on account of excellent steamship communications and consequent speedy deliveries which meet the requirements of small traders who have neither the capital to invest in nor the space to handle large orders, even if these were not inadvisable under the climatic conditions that obtain. In consequence, rates of commission are on American standards and relatively high for the amount of business done and the local cost of living. Commission rates average 2 per cent on bulk articles (lumber, etc.), 5 per cent on general merchandise, and from 7 to 10 per cent on specialties. Commissions should be paid only after final settlement of account.

CREDITS

Nearly all business in Santo Domingo is done on credit. Normally terms range from thirty to ninety days (usually thirty days' sight for foodstuffs), but no credit should be granted without the approval of a bank. Even the largest

firms insist on credit, as local interest rates are about 12 per cent. Nevertheless, a discount of 5 per cent attracts them at times.

DEVELOPING BUSINESS

As conditions are at present in the Republic, and since it is impossible to get a commission agent to accept *del credere* terms, no risks should be taken. Accordingly, it would seem to be advisable to develop business with the larger wholesalers rather than with the lesser merchants in the country towns. Agents who are appointed should, however, be strongly backed up with attractive prices and with special advertising. By attacking the market when conditions are bad and competitors indifferent, a hold may be the more easily obtained. Since the majority of buyers, or at least consumers, are very conservative and thus become wedded to known brands or marks, new products are difficult of introduction, but when once established are difficult to displace. It may be necessary to send down a factory representative for introductory purposes, and it is good policy to send a direct representative to the Republic from time to time.

COLLECTIONS

Collection agents, who are reported to get good results if carefully selected, are available. They usually charge 20 per cent on the smaller and 10 per cent on the larger accounts. Creditor firms should consult the banks or the Consul on matters such as this.

GENERAL

A list of many of the Dominican commission agents, with the chief products handled by them, is on file at the Department of Trade and Commerce, Ottawa. The majority of agents are anxious to obtain any saleable line rather than to specialize in any particular product. Fish, oils (linseed and soya bean), lard, milk, confectionery, beer, provisions of all kinds, cement, general hardware, paper and textiles are preferred.

No one is permitted to import goods into Santo Domingo unless an importer's licence has been taken out. Accordingly, goods may not always be consigned or sent to commission agents, since many of them are not in possession of the necessary licence.

BRITISH MERCHANDISE MARKS ACT PROPOSALS

BOLTS, NUTS, RIVETS, AND SCREWS

The Merchandise Marks Committee have published a report concerning the inquiry which they recently held respecting bolts, nuts, rivets and screws. Their recommendation is that an order in council shall be made, ordering that imported goods of the following descriptions should bear an indication of origin at the time of sale in the United Kingdom:—

- (1) Bolts and nuts, blank and screwed;
- (2) Rivets for use in metal work, other than nails;
- (3) Set screws, hexagon and square; head coach screws, hexagon and square; and boilermakers' and engineers' studs.

The committee do not approve of the marking of each article, but favour the marking of the containers. They consider that the proposed order in council should come into force three months after the date on which it is adopted.

SALMON AND TROUT

An application for an Order in Council under the British Merchandise Marks Act, 1926, to require marking with the name of the country of origin

of imported frozen or chilled salmon and trout has been referred for inquiry to the Standing Committee set up under the Act by the Minister of Agriculture and Fisheries, Secretary of State for the Home Department, and Secretary of State for Scotland, acting jointly. While the committee must consider whether the goods should bear indication of origin at the time of sale or exposure for sale they may also at their discretion consider and report upon the question of whether such goods should bear an indication of origin at the time of importation.

ENAMELLED HOLLOW-WARE

A Standing Committee appointed by the Board of Trade under the British Merchandise Marks Act of 1926 will hold inquiry on June 2 and 3 concerning whether imported wrought enamelled hollow-ware, of iron or steel, for domestic (including hospital) use, should require to bear an indication showing the country of origin.

ST. LUCIA SUGAR DUTIES AND PRICES

Mr. R. T. Young, Canadian Trade Commissioner in Trinidad, writes under date April 2, 1930, that a bill has been presented to the legislature of St. Lucia to validate a resolution passed by the council on March 14, with reference to an increase of duty on refined sugar from 4s. 2d. to 10s. 2d. per 100 pounds under the British preferential tariff and from 6s. 3d. to 15s. 4d. under the general tariff; on unrefined sugar the respective increases are from 2s. 1d. to 5s. 1d. British preferential tariff and from 3s. 2d. to 7s. 8d. general tariff. The duration of the ordinance is not to exceed one year. There is a surtax in St. Lucia of 25 per cent of duties otherwise imposed. (British preferential rates are accorded to Canada.)

By a St. Lucia order in council of March 17, manufacturers and retail prices of locally manufactured sugar are to be regulated. Manufacturers' price for brown sugar is set at £18 per ton (long) and clear sugar at £22 per ton, and so in proportion for any greater or less quantity over 224 pounds; provided that no manufacturer shall be required to sell in quantities of less than 5 tons unless he so desire, but that a manufacturer shall sell 5 tons or more on demand. Retail prices for sugar are fixed at: brown sugar not to exceed 2½d. per pound, and clear sugar not to exceed 3d. per pound, and so in proportion for any greater or less quantity under 224 pounds.

GREEK TARIFF ON FLOUR

E. K. Mazijoglou, Office of the Canadian Trade Commissioner in Athens, writes under date April 9, 1930, that a law has been passed by the Greek Chamber of Deputies whereby a distinction is made between first and second-grade wheat flour for tariff purposes. The new rates will become effective after the law is ratified by the Senate, published in the official *Gazette* and subsequent to the issue of the relative decree. The duty on flour entering Greece so far, irrespective of country of origin, has been 8.82 metallic drachmae per 100 kilograms or 1.41 per 220 pounds plus surtaxes approximating 75 per cent of the duty. This is the minimum tariff, and was extended to all grades of flour. The proposed new minimum is 6.60 metallic drachmae (\$1.05) per 100 kg. for first grade "A" quality wheat flour, while other grades, with or without bran, are 8.81 metallic drachmae (\$1.41) per 100 kg. plus the usual surtax. The maximum rate on both kinds is 10 metallic drachmae per 100 kg. as before.

Canadian flour imported into Greece is as formerly subject to the minimum rate of duty.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Second Phrase Code.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT KINGSTON, BELLEVILLE, PETERBOROUGH, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.); AND THE MARITIME PROVINCES TRADE COMMISSION, TORONTO.

Canadian exporters should, for follow-up purposes, send a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which it emanated.

Foodstuffs

411. POWDERED BUTTERMILK.—A firm of importers in Hamburg, Germany, wish to get in touch with Canadian exporters of powdered buttermilk.

412. CORN SYRUP.—A Hongkong firm of manufacturers' representatives and direct importers ask for prices on corn syrup in barrels.

413. CANNED GOODS.—A firm of produce merchants in Glasgow, with branches in Paris and Colombo, are anxious to get in touch with reliable Canadian firms in a position to export canned fruits, canned meats, and canned vegetables. They are in an excellent position to distribute such commodities.

414. CANNED PILCHARDS.—A firm of importers in Hamburg, Germany, wish to get in touch with Canadian exporters of canned pilchards.

415. CANNED SALMON.—Manufacturers' representative in Bogota is interested in having quotations from a Canadian shipper of canned salmon.

416. DRIED CODFISH.—An agent in Hamburg, Germany, with connections among exporters to West Africa, is desirous of getting in touch with Canadian exporters of dried codfish.

417. FISH.—An agent in Santo Domingo wishes to represent a Canadian fish exporter for haddock, hake, pollock, and smoked bloaters.

418. FLOUR; SEED POTATOES.—An agent in Santo Domingo wishes to represent a Canadian exporter for flour and seed potatoes.

419. FLOUR.—Firm of commission agents in Athens desire to get in touch with Canadian exporters of flour.

420. FLOUR.—Commission agent in Bogota is desirous of establishing a connection with a Canadian flour mill.

421. WHEAT.—Commission agent in Bogota is desirous of receiving quotations from a Canadian exporter of wheat.

Miscellaneous

422. REPRESENTATION.—A firm of agents in Santo Domingo wish to represent a Canadian casualty insurance company.

423. PAPER.—A firm of agents in Santo Domingo wish to represent a Canadian export house for newsprint, kraft bags, and wrapping paper.

424. **WALLPAPER.**—Commission agent in Bogota wishes to represent a Canadian manufacturer of wallpaper.

425. **SHOE FURNISHINGS.**—Commission house in Amsterdam would like to have full particulars on fibre counters and toe puffs.

426. **WOODEN SHANKS.**—Dutch importer of shoe furnishings wishes to establish connections with Canadian exporters of wooden shanks.

427. **WALLBOARD.**—A firm in Glasgow are anxious to secure an agency for Canadian wallboard (open texture), with exclusive rights as the agent for Scotland.

428. **WOODEN SEPARATORS FOR STORAGE BATTERIES.**—A distributor of automotive accessories in Copenhagen wishes to establish connection with a Canadian exporter.

429. **CUT-UP SOFTWOOD DEALS.**—A firm in France would like to receive c.i.f. prices French port on the above product.

430. **WHITE PINE; DOUGLAS FIR.**—One of the largest importers of lumber in Santo Domingo desires quotations and small samples of white pine and Douglas fir from Canada.

431. **CEDAR VENEER.**—A North of England firm are interested in having offers from British Columbian exporters of rotary cut Port Orford cedar veneer for use in the making of battery separators.

432. **PATENT LEATHER.**—A Hongkong firm of manufacturers' agents and direct importers ask to be supplied with samples and c.i.f. prices of patent leathers.

433. **RAW MATERIAL FOR AGRICULTURE.**—Agent in Milan is desirous of representing Canadian producer of raw material for agriculture such as manure, horns, hoofs.

434. **CALCIUM CARBIDE.**—Firm of commission agents in Piraeus desire to be put into touch with Canadian exporters of calcium carbide.

435. **AUTOMOBILE ACCESSORIES.**—A New Zealand firm of importers are interested in all items referring to the automobile trade and desire to receive prices, preferably c.i.f. New Zealand, from any firms desirous of exporting to that country.

Trade Inquiries from Malta

436. **BUTTER.**—Maltese importer desires connection with Canadian exporter of butter. Quotations c.i.f. Valletta.

437. **CHEESE.**—Maltese importer desires quotations for cheese, c.i.f. Valletta, packed in boxes of 56 pounds.

438. **CHEESE.**—Maltese agents in Valletta desire quotations from Canadian exporters, c.i.f. Valletta, of cheese packed in boxes containing 56 pounds.

439. **APPLES.**—Leading importers in Malta desire quotations for fresh apples in boxes c.i.f. Valletta.

440. **FRUIT, CANNED.**—Importers in Valletta desire connection with Canadian exporters canned fruit.

441. **CANNED SALMON.**—Importers in Valletta desire connection with Canadian exporters of chum salmon.

442. **CANNED SALMON.**—Maltese wholesaler desires quotations c.i.f. Valletta of chum salmon, in quantities of 200 cases at a time.

443. **SALMON, CANNED.**—Maltese agents desire quotations c.i.f. Valletta and samples chum salmon.

444. **CANNED LOBSTER.**—Maltese wholesaler desires quotations c.i.f. Valletta and samples.

445. **CANNED SARDINES.**—Importers in Malta desire quotations c.i.f. Valletta and samples.

446. **CANNED SARDINES.**—Maltese agents, well connected, Valletta, desire quotations and samples c.i.f. Valletta, with openers.

447. **CODFISH.**—Maltese importer desires connection with Canadian exporter of dried and salted codfish. Quotations c.i.f. Valletta.

448. **CODFISH.**—Maltese importer with retail stores desires offers of tinkers (probably small mackerel) and small dried salted codfish.

449. **SEED POTATOES.**—Maltese agents desire to get in touch with Canadian exporter of seed potatoes. Quotations c.i.f. Valletta.

450. **FLOUR.**—Importers in Malta desire quotations for flour, c.i.f. Valletta; 1,000 sacks at a time.

451. **FLOUR.**—Maltese agents in Valletta desire quotations c.i.f. Valletta of Canadian flour.

452. **WHEAT, MANITOBA No. 2.**—Miller desires quotation for 7,000 tons, spread over a year's shipment, c.i.f. Valletta.

453. **TOBACCO.**—Maltese agents, well connected, desire to get into touch with Canadian exporter of tobacco.

454. **DOUGLAS FIR.**—Shipbuilders in Malta desire offers of Douglas fir logs, 30 feet up, at 33 cents per cubic foot c.i.f. Valletta.

455. **ASBESTOS BRAKE LINING.**—Automobile dealers in Malta desire quotations c.i.f. Valletta for asbestos brake lining.

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING APRIL 28

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending April 28, 1930, with the official bank rate. Quotations for the week ending April 22, 1930, are also given for the sake of comparison.

Country	Unit	Parity	Nominal Quotations in Montreal Week ending April 22	Nominal Quotations in Montreal Week ending April 28	Official Bank Rate
Austria	Schilling	.1407	\$.1425	\$.1426	6
Belgium	Belga	.1390	.1395	.1397	3½
Bulgaria	Lev	.0072	.0072	.0072	10
Czechoslovakia	Krone	.....	.0296	.0296	5
Denmark	Krone	.2680	.2677	.2680	4½
Finland	Markka	.0252	.0252	.0252	7
France	Franc	.0392	.0392	.0392	3
Germany	Reichsmark	.2382	.2386	.2389	5
Great Britain	Pound	4.8666	4.8612	4.8664	3½
Greece	Drachma	.0130	.0130	.0130	9
Holland	Guilder	.4020	.4024	.4029	3
Hungary	Pengo	.1749	.1750	.1751	6
Italy	Lira	.0526	.0524	.0524	6
Jugo-Slavia	Dinar	.1930	.0177	.0177	5½
Norway	Krone	.2680	.2677	.2680	4½
Portugal	Escudo	1.0805	.0450	.0450	8
Roumania	Leu	.0060	.0060	.0060	9
Spain	Peseta	.....	.1249	.1246	5½
Sweden	Krona	.2680	.2687	.2691	3½
Switzerland	Franc	.1930	.1938	.1940	3
United States	Dollar	1.00	1.0000	1.0009	3½
Argentina	Peso (Paper)	.4244	.4025	.3903	—
Brazil	Milreis	.1196	.1180	.1191	—
Chile	Peso	.1217	.1210	.1211	6
Colombia	Peso	.9733	.9675	.9684	9
Mexico	Peso	.4985	.4756	.4569	6-7
Peru	Sol	.40	.4000	.4003	7
Venezuela	Bolivar	.1930	.1925	.1926	—
Uruguay	Peso	1.0342	.9450	.9275	—
Cuba	Peso	1.0000	.9993	.9993	—
Hongkong	Mex. Dollar	.....	.3742	.3735	—
India	Rupce	.3650	.3643	.3640	6
Japan	Yen	.4985	.4940	.4939	5.48
Java	Guilder	.4020	.4025	.4028	4½
Shanghai	Tael	.....	.4712	.4716	—
Siam	Baht (Tical)	.4424	.4525	.4529	—
Straits Settlements	Dollar	.5678	.5618	.5623	—
British Guiana . . . . .	\$	.....	.....	.....	—
Barbados	\$	1.0000	1.00¾—1.01¼	1.00¾—1.01¾	—
Trinidad . . . . .	\$	.....	.....	.....	—
Jamaica	Pound	4.8666	4.86½	.....	—
Other British West Indies	\$	1.0000	1.00¾—1.01¾	1.00¾—1.01¾½	—
Martinique	Franc	.0392	.0392	.0392	—
Guadeloupe	Franc	.0392	.0392	.0392	—

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Montreal

To Antwerp.—Metagama, May 8 and June 5; Beaverford, May 9; Montrose, May 22; Beaverdale, May 23; Beaverhill, June 6—all Canadian Pacific; Peel County, May 9; Grey County, May 20; Brant County, June 3—all County Line.

To Avonmouth.—Kastalia, May 16; Salacia, June 14—both Anchor-Donaldson; Oranian, Dominion Line, May 31.

To Belfast and Dublin.—Melmore Head, Head Line, May 15 (cargo accepted for Londonderry and Cork).

To Cardiff.—Kastalia, Anchor-Donaldson, May 16; Oranian, Dominion Line, May 31.

To Glasgow.—Melita, May 17 and June 11; Minnedosa, May 28—both Canadian Pacific; Letitia, May 15 and June 13; Athenia, May 30; Moveria, June 6—all Anchor-Donaldson.

To Hull.—Cairngowan, Thomson Line, May 6.

To Liverpool.—Duchess of Bedford, May 9 and June 6; Duchess of York, May 16 and June 13; Duchess of Atholl, May 23; Duchess of Richmond, May 30; Montcalm, June 14—all Canadian Pacific; Antonia, May 9 and June 6; Andania, May 23—both Cunard Line; Doric, May 10 and June 14; Albertic, May 24 and June 13; Laurentic, May 31—all White Star Line.

To London.—Beaverford, May 9 and June 14; Beaverburn, May 16; Beaverdale, May 23; Beaverbrae, May 30; Beaverhill, June 6—all Canadian Pacific; Alaunia, May 9 and June 6; Ausonia, May 15 and June 13; Aurania, May 23; Ascania, May 30—all Cunard Line; Megantic, May 16 and June 13; Calgaric, May 30—both White Star Line.

To Manchester.—Manchester Brigade, May 8 and June 12; Manchester Producer, May 15; Manchester Commerce, May 22; Manchester Citizen, May 29; Manchester Division, June 5—all Manchester Line.

To Newcastle and Leith.—Cairnesk, May 9; Cairnmona (also calls at Dundee), May 16; Cairnross, May 23; Cairnglen, May 30—all Cairn-Thomson Line.

To Southampton.—Montcalm, May 15; Montclare, May 29—both Canadian Pacific; Megantic, May 16 and June 13; Calgaric, May 30—both White Star Line.

To Swansea.—Kastalia, May 16; Salacia, June 14—both Anchor-Donaldson; Oranian, Dominion Line, May 31.

To Bordeaux.—Laval County, County Line, May 5.

To Havre.—Laval County, May 5; Grey County, May 20; Brant County, June 3—all County Line.

To Italian Ports.—Valperga, May 10; Valprato, May 12; Valleluce, May 15; Valflorita, June 7—all Lloyd Mediterraneo Italian Service.

To Hamburg.—Montcalm, May 15; Beaverburn, May 16; Montclare, May 29; Beaverbrae, May 30; Beaverford, June 13—all Canadian Pacific; Kent County, May 16; a steamer, May 30; Kings County, June 13—all County-Hamburg American Line; Crefeld, May 24; Koeln, June 14—both North German Lloyd.

To Bremen.—Crefeld, May 24; Koeln, June 14—both North German Lloyd.

To Rotterdam.—Elgin County, May 7; Labelle County, May 22; Hada County, June 4—all County Line.

To Copenhagen and Baltic Ports.—Gorm, Scandinavian-American Line, May 17.

To Bermuda, Santo Domingo, Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, Barbados, Grenada, Trinidad and Demerara.—Champlain, May 17; Colborne, May 31—both Canadian National.

To Hamilton, Nassau, Kingston and Belize.—Lady Somers, May 9; Cathcart (freight to Kingston only), May 16; Lady Rodney, May 23; Cavelier (freight to Kingston only), May 30—all Canadian National.

To Bermuda, St. Kitts, Antigua, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo.—Spica, May 16; Tyrifjord, May 30; Manhem, June 13—all Ocean Dominion SS. Corp.

To Australian Ports.—Rio Blanco, New Zealand SS., May 15 (also calls at Geelong); Canadian Scottish, Canadian National, May 30.

To New Zealand Ports.—Canadian Challenger, Canadian National, May 23.

To South African Ports.—Fantee, May 10; Calgary (also calls at West African ports), May 25—both Elder Dempster Line.

To South American Ports.—Canadian Skirmisher, Canadian National, May 20.

To St. Pierre-Miquelon and St. John's, Nfld.—A steamer, Farquhar Line, May 9; Cabot Tower, May 20 and June 12; a steamer, May 7 and 29—all Newfoundland-Canada SS. Ltd.; Rosalind, May 9 and 23; Imogene, May 16—both Furness-Red Cross Line (also call at Charlottetown).

To Cornerbrook, Nfld.—North Voyageur, May 5 and 19 and June 2; New Northland, May 14 and 28 and June 13—both Clarke SS. Co.

From Charlottetown

To St. Pierre-Miquelon and St. John's, Nfld.—Sollund, Newfoundland-Canada SS. Ltd., May 26 and June 9.

From Quebec

To Southampton.—Empress of France, May 14 and June 4; Empress of Australia, May 21 and June 11; Empress of Scotland, May 28—all Canadian Pacific.

From Halifax

To St. John's, Nfld.—Nerissa, May 6; Silvia, May 13—both Furness-Red Cross Line; Farnorth, Farquhar SS., May 9 (also calls at North Sydney); Sollund, Newfoundland-Canada SS., May 24 and June 7 (also calls at Newfoundland outposts).

To St. Pierre-Miquelon.—Farnorth, Farquhar SS., May 9; Sollund, Newfoundland-Canada SS., May 24 and June 7.

To Bermuda, St. Kitts, Antigua, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo.—A steamer, May 8; Spica, May 22; Tryifjord, June 5—all Ocean Dominion.

To Kingston, Jamaica.—Cathcart, May 19; Cavelier, June 2—both Canadian National.

To Bermuda, Santo Domingo, Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, Barbados, Trinidad and Demerara.—Cornwallis, May 8; Champlain, May 22; Colborne, June 5—all Canadian National.

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Hawkins, May 16; Lady Drake, May 30—both Canadian National.

To Santiago (Cuba) and Kingston (Jamaica).—Caledonia, Pickford & Black, Ltd., May 14.

From St. John

To Port Said, Suez, Port Sudan, Aden, Mombasa (Kilindini), Tanga, Dar-es-Salaam, Rangoon and Calcutta.—City of Manila, American and Indian SS., May 23.

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Hawkins, May 8; Lady Drake, May 22—both Canadian National.

To St. Pierre-Miquelon and St. John's, Nfld.—Sollund, Newfoundland-Canada SS. Ltd., May 21.

From Vancouver

To Yokohama, Kobe, Shanghai, Hongkong and Manila.—Empress of Russia, May 8; Empress of Asia, May 29; Empress of Canada (also calls at Honolulu), June 12—all Canadian Pacific.

To Yokohama, Kobe, Miike and Hongkong.—Talthybius, May 13; Ixion, June 3—both Blue Funnel.

To Yokohama, Kobe and Osaka.—London Maru, May 9; Paris Maru (also calls at Dairen and Taku), June 11—both Osaka Shosen Kaisha.

To Yokohama, Kobe, Osaka and Moji.—Arizona Maru, May 8; Africa Maru (also calls at Shanghai), May 24—both Osaka Shosen Kaisha.

To Auckland, Wellington, Lyttelton and Dunedin.—Golden West, Oceanic and Oriental Navigation Co., May 19.

To Honolulu, Suva, Auckland and Sydney.—Aorangi, May 28; Niagara, June 25—both Canadian-Australasian Line.

To Auckland, Wellington, Melbourne and Sydney.—Waitemata, May 9; Hauraki (also calls at Papeete and Adelaide), June 1—both Canadian-Australasian Line.

To Sydney and Melbourne.—Oakworth, Australian B.C. Shipping Co. Ltd., May 20.

To Brisbane, Sydney, Newcastle, Melbourne and Adelaide.—Roxen, May 9; Indianic, June 2—both Transatlantic SS. Co. Ltd.

To Napier, Lyttelton, Dunedin, Bluff, Nelson and New Plymouth.—Waihemo, Canadian-Australasian Line, May 8.

To Liverpool, Southampton, London and Rotterdam.—Drecht dyk, May 8; Dinteldyk, May 22; Loch Katrine, June 4—all North Pacific Coast Line.

To Havre, Dunkirk, Bordeaux and Antwerp.—Arizona, May 20; Winnipeg, May 29—both French Line.

To Hamburg, Bremen and Antwerp.—Los Angeles, May 15; Tacoma, May 26; San Francisco, June 12—all Hamburg-American Line; Kinderdyk, May 6; Moerdyk, about May 27—both North Pacific Coast Line (also call at Rotterdam).

To Barcelona, Marseilles, Genoa, Leghorn, Naples, Venice and Trieste.—Fella, May 31; Cellina, June 28—both Navigazione Libera Triestina.

To Santos, Rio de Janeiro, Buenos Aires, Montevideo, Rosario and Sante Fé.—Brimanger, May 9; Villanger, June—both Westfal-Larsen.

To Capetown, East London, Durban and Lourenco Marques.—West Grama, B.C. Shipping Agencies Ltd., late May.

To Port of Spain (Trinidad) and Bridgetown (Barbados).—Rickmers, Canadian Transport Co. Ltd., May 28.

To Puerto Colombia.—Point Gorda, May 15; Point San Pablo, June 2; Point Fermin, June 16—all Gulf Pacific Line.

Note—Firms who desire information concerning ocean mail services may have their names placed on the mailing list of the Post Office Weekly Bulletin by applying to the Post Office Department.

CONDENSED LIST OF PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents.)
Canada-West Indies Conference (1920). (Price 25 cents.)
Canada-West Indies Conference Report (1925). (Price \$1.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 10 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada, \$3.50; single copies, 10 cents.
Czechoslovakia as a Market for Canadian Products (1927). (Price 25 cents.)
Denmark as a Market for Canadian Products (1926). (Price 25 cents.)
French-Canadian Homespun Industry.
Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)
Lumber Market of Japan (1926). (Price 25 cents.)
Map of the World showing Trade Routes. (1922 Edition.)
Markets of British Malaya (1923). (Price 25 cents.)
Markets of Central America (1929). (Price 25 cents.)
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price 25 cents.)
Peru as a Market for Canadian Products (1926). (Price 25 cents.)
Points for Exporters: Leaflets covering the following countries: Australia; Belgium; the Bahamas; Brazil; British Honduras; China; Colombia; Cuba; France; Hayti; Hongkong; India; Jamaica; Japan; Mexico; British Malaya and Siam; New Zealand; South Africa; British West Indies; Netherlands; and the United Kingdom. (Free.)
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)
Sweden as a Market for Canadian Products (1928). (Price 25 cents.)
Switzerland as a Market (1929). (Price 25 cents.)
Trade of the African Sub-Continent (1928). (Price 25 cents.)
Trade of the New Countries of Southeast Europe (1921). (Price 25 cents.)
Trading Opportunities in Scandinavia (1922). (Price 25 cents.)
Trade Possibilities of the Baltic States (1929). (Price 25 cents.)
Trading with Colombia and Venezuela (1928). (Price 25 cents.)
Trading with Egypt (1921). (Price 25 cents.)
Trading with Greece (1921). (Price 25 cents.)
Trading with Spain (1926). (Price 25 cents.)
West Africa and its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.
Census of Canada.

Miscellaneous Statistics respecting the following: Business; Education; Employment; Finance (Provincial and Municipal); Justice; Transportation, including railways and tramways, express, telegraphs, telephones, water, etc.; Production, including agriculture, furs, fisheries, forestry, mining, construction and manufactures; Vital: Births, deaths, marriages, divorce.
Canada, 1930.

Year Book of Canada.

Report of the Dominion Statistician, Annual.

Trade (External) (Imports and Exports), Annual, Quarterly and Monthly.

Trade (Internal), Prices, cost of living, capital movements, etc.

CANADIAN GOVERNMENT TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, B. Mitre 430, Buenos Aires. (Territory includes Chile and Uruguay.) *Cable Address, Canadian.*

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*
Commercial Agent: B. Millin, The Royal Exchange, Sydney, N.S.W.

Belgium

Jean J. Guay, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.* (Territory includes Roumania, Bulgaria, Hungary.)

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Ed. Da "A Noite," Sala 802, Praca Maua. *Cables, Canadian.*

British West Indies

Trinidad: R. T. Young. Address for letters—P.O. Box 125, Port of Spain. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*

Jamaica: F. W. Fraser, P.O. Box 225, Kingston. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, the Bahamas and British Honduras.) *Cable Address, Canadian.*

China

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Cuba

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France

Hercule Barré, 3 rue Scribe, Paris (9). (Territory includes French Colonies in North Africa, Egypt, Palestine, Syria.) *Cable Address, Cancomac.*

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Canadian.* (Territory covers Germany—except the Rhine Valley—Czechoslovakia, Austria, Poland, Esthonia, Latvia, Lithuania and Soviet Russia.)

Greece

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Irish Free State

J. H. English, 66 Upper O'Connell street, Dublin. *Cable Address, Canadian.*

Italy

A. B. Muddiman, Via Manzoni Nr. 5—Milan (102). *Cables, Canadian.* Territory includes Spain, Portugal, Gibraltar, Canary Islands, Malta, Italian Colony in Africa, Albania, Jugoslavia, and Cyprus.)

NOTE.—Bentley's Second Phrase Code is used by Canadian Trade Commissioners.

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 Kobe: Acting Trade Commissioner. Address for letters, P.O. Box 230. Office, Chamber of Commerce Bldg., Kobe. *Cables, Canadian.*

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Netherlands

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Netherlands East Indies

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Panama

J. A. Strong, P.O. Box No. 222, Panama City. (Territory includes Venezuela and Colombia.) *Cable Address, Canadian.*

Peru

G. R. Stevens, Casilla 1212, Lima. Office, Calle Coca, 478. (Territory includes Bolivia and Ecuador.) *Cable Address, Canadian.*

South Africa

C. S. Bissett, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

London: Harrison Watson, Canadian Building, Trafalgar Square, S.W. 1, England. *Cable Address, Sleighing, London.*

London: J. Forsyth Smith, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C. 2. *Cable Address, Canfrucum.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany and Spain.)

Liverpool: Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street, *Cable Address, Canadian.*

Bristol: Douglas S. Cole, Sun Building, Clare street. *Cable Address, Canadian.*

Glasgow: Gordon B. Johnson, 200 St. Vincent Street, Scotland. *Cable Address, Cantracom.*

United States

New York City: Frederic Hudd, 44 Whitehall street. (Territory covers New England, Atlantic seaboard states, Pennsylvania; also the Bermudas.) *Cables, Cantracom.*

Chicago: R. S. O'Meara, Willoughby Tower, 8 S. Michigan Avenue. (Territory covers the Middle West and the Mississippi Valley.) *Cables, Canadian.*

San Francisco: H. R. Pousette, Suite 405, Alaska Commercial Building, 310 Sansome St. (Territory covers the Pacific seaboard and Rocky Mountain states.)

Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. James Malcolm, M.P.

Deputy Minister: F. C. T. O'Hara

Director, Commercial Intelligence Service: C. H. Payne

Published in English and French. Subscription Price for either edition: \$1 per annum in Canada (single copies 5 cents each); \$3.50 outside the Dominion (single copies 10 cents each). Remittances, which may be made by Post Office or Express Orders, or Drafts, or Cheques, payable at par in Ottawa, should be addressed to the King's Printer, Government Printing Bureau, Ottawa.

Vol. XLII

Ottawa, May 10, 1930

No. 1371

TABLE OF CONTENTS

	Page		Page
Trade Commissioners on Tour.....	681	Market for Canned Goods in Norway	703
Conditions in New Zealand in 1929...	682	Economic Situation in Scandinavia..	705
West of England Provision Trade....	686	Oil Burners in Argentina.....	707
Timber Trade of West of England in 1929	688	Economic Situation in Santo Domingo	708
Incubator Trade in the Irish Free State	689	Market in Venezuela for Potatoes...	709
Commercial Notes from New South Wales	691	Japanese Market for Men's Felt Hats	710
Economic Conditions in South Africa	693	Market for Radio Equipment in Central and North China.....	711
Trend of Business in Hongkong and South China	694	British Merchandise Marks Act....	713
Market for Motor Car Batteries in Hongkong and South China.....	696	Summary of Trade of Canada: March	714
Commodity Markets in Malta		Trinidad Increases Duties on Refined Sugar Imports	714
II. Foodstuffs—Continued	697	South African Tariff Changes.....	715
Wheat Market Conditions in France	701	Trade Inquiries	716
		Foreign Exchange Quotations	716
		Sailings from Canadian Ports.....	718
		Commercial Intelligence Service.....	720

TRADE COMMISSIONERS ON TOUR

The following Canadian Trade Commissioners are at present in Canada with the object of making a tour of the Dominion in the interests of Canadian trade with their respective territories: Mr. G. R. Heasman, Batavia, Java, whose territory includes the Straits Settlements, Federated Malay States, and Siam; Mr. James Cormack, of Havana, Cuba, who also covers Santo Domingo and Porto Rico; and Mr. Douglas S. Cole, Bristol, whose territory includes the West of England, the South Midlands, and South Wales. The following are their itineraries as at present arranged:—

Mr. Heasman

Halifax.. . . .	May 12 and 13	Montreal	May 20 to 31
Digby	May 14	Granby	June 2
St. John	May 15	Drummondville	June 4
Quebec	May 17	Montreal	June 5
Three Rivers	May 19		

Mr. Cormack

Vancouver, New Westminster.		Calgary.. . . .	May 28
Victoria.. . . .	May 12 to 24	Regina.. . . .	May 30
Edmonton	May 27		

Mr. Cole

Quebec.. . . .	May 9 to 12	Vancouver.. . . .	May 29
Winnipeg.. . . .	May 17 to 22	New Westminster .. .	May 30
Regina	May 23	Victoria.. . . .	June 2 to 5
Calgary.. . . .	May 26 to 27	Vancouver.. . . .	June 9 to 23

Firms in Winnipeg and in British Columbia who desire to be brought in touch with the Trade Commissioners are requested to communicate with the Secretary, Canadian Manufacturers' Association, in Winnipeg and Vancouver respectively; in that of the other cities included in the above itineraries, with the Secretary of the Board of Trade or Chamber of Commerce.

CONDITIONS IN NEW ZEALAND IN 1929

C. M. CROFT, CANADIAN TRADE COMMISSIONER

Auckland, April 7, 1930.—New Zealand has been passing through a period of recovery during the past two years. The country was in a better position at the close of 1929 than at December 31, 1928, but recovery has been slow. As a result of the post-war depression in New Zealand, many farmers found themselves encumbered with heavy debts which have taken several years to liquidate, and the favourable trade balances of recent years have been used largely for that purpose. However, it is considered that agriculturists are now in a good position and substantial balances now exist in London. Agriculture—and especially dairying and sheep-raising—is the economic backbone of New Zealand.

As butter constitutes such an important item in the economic life of New Zealand, it is interesting to observe that the production of butter during the five months ended December, 1929, was about 11·5 per cent higher than during the corresponding period of 1928; production in the 1928-29 season was the highest on record. Cheese, on the other hand, showed a decline of about 4 per cent. During the first five months of the current dairy season (that is, August-December) 1,637,002 boxes of butter and 390,959 crates of cheese were exported as compared with 1,515,190 boxes of butter and 437,169 crates of cheese for the corresponding five months of 1928, and prices have been fairly well maintained. The quantity and value of butter exported in 1929 was considerably in advance of the 1928 shipments.

The shipments of wool overseas in 1929 exceeded in quantity those in the previous year, but this increase was more than offset by the decline in prices. Exports of wool in 1929 were 31,000 bales in excess of the 1928 shipments, but the value showed a drop of £1,320,000; and wool is New Zealand's largest individual export.

There has been no decided improvement in the employment situation, although temporary relief work was found for a great many unemployed on various Government schemes. The number of unemployed registered on the books of the Government Employment Bureaux for the week ended December 30, 1929, was 1,242 as compared with 1,476 for the week ended December 31, 1928. On the other hand, the position with regard to skilled labour was considerably better: the report on unemployment from 231 industrial unions for the week ended November 16, 1929, shows that 5·6 per cent of the members were without work as compared with 10 per cent for the corresponding period of 1928.

BANKING

The volume of debits to individual accounts (excluding Government accounts) for the last five weeks of 1929 shows a small increase (2 per cent) over the corresponding period of 1928. Advances have continued to be on a

high level, the average aggregate advances for December, 1929, being 11·7 per cent above the corresponding figure for 1928. Deposits also have advanced during the twelve months under review, there being an increase of about £500,000 notwithstanding the fact that the average Government deposits showed a drop of £1,000,000.

A feature of the banking figures is the high proportion of fixed deposits to total deposits, this proportion having remained practically stationary during the year. The figures for December, 1928, and December, 1929, were 56·4 per cent and 56·8 per cent respectively; it should be noted that this compares with the average proportion of 45·8 per cent for the December quarter for the three years 1924 to 1926.

FINANCE

Figures for the twelve months show that numbers and values of land transfers and of mortgages registered and discharged were on a considerably higher level during 1929 than in either of the two preceding years, due partly to increased lendings by the State Advances Department. Land transfer transactions in December, 1929, record an improvement of 3·7 per cent in value over December, 1928, while the cumulative total for the year shows an increase of 3·9 per cent over the total for 1928.

The value of mortgages registered in December, 1929, was 14·3 per cent higher than in the corresponding month of the previous year, while the year's totals disclose a recovery to the 1926 level of business, the number of registrations having increased by 11·4 per cent and the value by 20·6 per cent as compared with corresponding figures for 1928. Mortgages discharged show a similar movement, the total for the year being 11·6 per cent above that for 1928.

BANKRUPTCY

The statistics for 1929 show a marked decline in the bankruptcies dealt with by the official assignee, the number of persons and companies adjudged bankrupt during the year being 659 as compared with 806 for 1928. The number recorded for 1929 was the lowest since 1925. During the year under review there were 174 private assignments as compared with 209 during 1928.

BUILDING

The monthly totals of building permits indicate that building activity from May until the end of the year has been decidedly brisk. The aggregate for 1929 was 15,345 as against 14,676 in 1928. Permits for private dwellings in the larger cities and towns showed an increase of 361 during the year. In New Zealand there is a scheme under which the Government provides loans for building purposes to workers, settlers, etc., on certain terms and conditions. The number of loans authorized by the State Advances Department for the erection of dwellings during the twelve months ended September 30, 1929, was 4,526 as compared with 1,526 for the previous twelve months.

TOTALIZATOR INVESTMENTS

As racing is a very popular sport in New Zealand, the record of investments on the totalizator affords an excellent guide to the financial position of the general public. Totalizator investments for the racing year ended July, 1929, amounted to £7,203,033 as against £7,634,077 for the year ended July, 1928. It is to be noted, however, that the investments made on the 114 racing days during the five months ended December, 1929, amounted to £3,144,569 as compared with the total of £2,859,369 invested on the 120 racing days during the corresponding months of 1928. This indicates at once a substantial increase in the money available by the general public.

GENERAL

While conditions during 1929 were not quite as satisfactory as had been anticipated, it is felt that there are still ample grounds for continued confidence. Primary production has been well maintained, and it may be said that the somewhat disappointing conditions which prevailed during the year were due to a repercussion occasioned by the unsatisfactory post-war years; it is believed that the outlook is brighter than has been the case for some time.

TRADE

Preliminary trade figures for 1929 show that exports were valued at £55,579,063 and imports at £48,797,977, leaving a visible favourable balance of trade at £6,781,086. Comparative figures for 1928 were: exports, £56,188,481; imports, £44,886,266; excess of exports, £11,302,215.

Exports show a drop of £609,418 as compared with the previous year. There were substantial increases in exports of butter and cheese and quite heavy declines in wool, beef and mutton. Comparative figures covering some of the leading commodities follow, the 1929 exports being given with the 1928 statistics shown in parentheses. The principal increases occurred in butter £13,227,917 (£11,302,667); cheese, £7,017,463 (£6,693,951); lamb, £6,786,053 (£6,641,222); apples, £542,518 (£489,796); coal, £284,521 (£173,693); kauri gum, £267,610 (£240,139). Decreases are noted in wool, £15,359,206 (£16,679,098); beef, £534,442 (£1,043,782); mutton, £1,790,628 (£1,946,013); sausage casings, £653,033 (£799,356); cattle hides, £456,290 (£925,456); and tallow, £693,614 (£804,271).

Imports in 1929, valued at £48,797,977, represent an increase of £3,911,711 over the 1928 total. The most notable increase was in motor vehicles, which in 1929 came to New Zealand to the number of 29,147 valued at £4,278,924, as compared with 18,787 valued at £2,766,919 in 1928. Among other commodities which were purchased more extensively in 1929 than in 1928 are the following (1928 figures in parentheses): tires, tubes and covers for motor vehicles, £1,163,411 (£964,774); other parts of motor vehicles, £265,656 (£222,442); motor spirit, £2,130,451 (£1,655,451); fish, £209,302 (£182,090); tea, £934,731 (£883,847); apparel and ready-made clothing, £2,233,442 (£2,156,520); carpeting, matting and oilcloth, £650,389 (£574,942); lubricating oil, £320,819 (£292,368); galvanized plate and sheet iron and steel, £639,208 (£412,230); and musical instruments, £532,742 (£412,084). Among the decreases were: wheat, £77,555 (£230,029); sugar, £766,979 (£1,126,444); and cigarettes, £575,738 (£726,300).

DIRECTION OF TRADE

Exports.—It has been mentioned above that New Zealand's total exports for 1929 showed a fairly substantial decrease. Exports to British countries showed an increase of £202,929, and shipments to foreign countries declined by £812,347. An increase of £446,727 was shown in the exports to Canada, and decreases of £606,988, £229,338, and £64,494 in the exports to the United States, Japan, and Australia respectively. The United Kingdom continued to be New Zealand's best customer, shipments being valued at £40,956,786, or 73·69 per cent of the total exports. Next in order came the United States with purchases of £3,653,327, or 6·57 per cent of the total, followed very closely by Canada with £3,353,975, or 6·03 per cent; Australia with £2,338,574 (4·21 per cent), France with £1,768,399 (3·18 per cent), and Germany with £1,220,899 (2·20 per cent). Looking at Canada's position with regard to New Zealand's exports, a steady and very substantial increase in purchases is noted. In 1925 Canada was sixth largest customer with 0·77 per cent of the total

exports; in 1926, fourth largest purchaser with 1·90 per cent of the total; in 1927 the figure stood at 3·44 per cent; in 1928 at 4·39; and in 1929 at 6·03 per cent. Canada is now New Zealand's third best customer.

Imports.—There was, as has been noted, a substantial increase in imports. Purchases from Empire sources decreased slightly from 68·6 per cent to 67·8 per cent. There were increases in imports from all countries except India, Australia, Fiji, France, and Switzerland. Of these, India and Switzerland showed only small decreases, while Fiji, Australia, and France showed decreases of £396,830, £242,872, and £95,455 respectively.

The United Kingdom was the largest source of supply with £22,568,774, or 46·25 per cent of the total. The value shows an increase of £1,278,714, but the percentage is slightly below that for 1928 (47·43). The United States was second with £9,326,311, or 19·11 per cent. This is an increase of £1,122,969 as compared with 1928, the percentage for that year being 18·28. Canada filled third position for the first time on record, imports from Canada in 1929 being valued at £4,787,181, or 9·81 per cent of the total. This compares with £3,259,104, or 7·26 per cent in 1928. Australia occupied fourth position, imports being to the value of £3,258,612, or 6·68 per cent, as against £3,499,484, or 7·79 per cent, from the Commonwealth in 1928.

IMPORTS FROM CANADA

As complete detailed statistics of imports of various commodities are not and will not be available for some months, only a brief survey of Canada's position is possible. Imports from Canada during 1929 were higher than in any previous year. The value of New Zealand's purchases of Canadian goods in 1929 was £4,787,181 as compared with £3,259,104 in 1928, an increase of 46·89 per cent, whereas the total imports showed an increase of just under 9 per cent. As has been stated above, Canada was third largest supplier.

A survey of past years' trading reveals the fact that imports from Canada showed a substantial decline in 1926 and 1927, particularly in the latter year, due principally to decreased imports of Canadian motor vehicles. In 1928 a marked improvement was noted, and even greater development is observable in 1929. Here again the imports of motor vehicles were responsible for a large percentage of the increase. In 1928, 5,149 motor vehicles valued at £593,372 were imported. This number of vehicles represented 27·41 per cent of the total number imported, Canada having been second largest supplier. Returns for 1929 show that Canada supplied 13,013 vehicles to the value of £1,574,246. In other words, Canada shipped more motor vehicles than any other country, having sold 44·65 per cent of the total number imported. The United States was next with 11,515 valued at £1,840,774, this showing a higher value than Canada but a lesser number. Canada's increase in this product has been at the expense of the United States, the numbers of vehicles imported from that country being 39·51 per cent of the total in 1929 as against 56·92 per cent in 1928.

The total number of motor vehicles imported in 1929 was 29,147 as compared with 18,787 in 1928. It should be emphasized that it is not probable that the exceptionally heavy imports of motor vehicles will continue indefinitely, and Canadian trade is likely to suffer accordingly. The value of Canadian motor vehicles imported last year represented 32·88 per cent of the total trade from Canada. Only a few years ago the motor vehicle trade amounted to nearly half Canada's total shipments to New Zealand, and while it is not suggested that it would be at all desirable to see this business decline, it is satisfactory to note that a more comprehensive range of Canadian products is now offered on this market.

Motor tires was the second largest item imported, and here again a substantial increase is noted, the value of imports in 1929 being £754,697 as against £595,025.

There were increases in a great number of cases and few decreases. The following is a summary of other principal increases, the 1929 imports being given with the corresponding statistics for 1928 in parentheses: fish, potted and preserved, £116,941 (£105,060); provisions n.e.i., £13,273 (£2,250); chocolate confectionery n.e.i., £36,688 (£18,783); fresh apples, £15,164 (£10,061); wheat, £31,906 (£4,827); wheat flour, £101,975 (£98,423); hides and skins, undressed, £22,464 (£4,648); wood pulp and paper pulp, £14,423 (£7,737); hats and caps, £2,445 (£534); hosiery, £110,402 (£52,125); boots and shoes, rubber and canvas, £154,903 (£96,555); grindery n.e.i., £6,298 (£1,895); linoleum, oilcloths, etc., £8,343 (£5,809); pig iron, £2,549 (nil); wrought iron pipes, tubes and fittings, £68,818 (£59,979); electric meters, £25,982 (£5,275); saws, hand saws, saw blades, £3,614 (£1,594); tools and implements n.e.i., £27,042 (£19,284); iron wire (not fencing), £42,560 (£33,947); hardware, hollow-ware, etc., £42,833 (£29,482); cultivators, £11,175 (£4,723); hay rakes and tedders, £4,370 (£1,670); mowers, £10,589 (£6,720); batteries and cells, £51,020 (£47,730); insulated cable and wire, £8,304 (£4,870); electric appliances peculiar to telegraphy, telephony, etc., £8,273 (£1,530); electric appliances n.e.i., including ranges, etc., £79,865 (£67,269); oil engines, £1,700 (£285); metal-working machinery, £8,295 (£275); wood-working machinery, £5,996 (£1,833); Douglas fir, rough sawn, £36,403 (£32,526); shooks for cheese crates, £10,678 (£3,298); veneers and plywood, £9,289 (£7,012); woodenware n.e.i., £10,287 (£8,943); plaster of Paris, £20,654 (£17,178); newsprint, £319,014 (£267,814); stationery n.e.i., £8,052 (£5,459); opticians' materials, £4,556 (nil); bicycles and tricycles, £7,559 (£3,029); pianos, £43,559 (£24,172).

The principal decreases were as follows: peas in tins, £1,886 (£4,472); clover seed, alsike, £7,145 (£10,851); furs, dressed and made up, £325 (£2,865); apparel n.e.i., £59,918 (£66,378); boots and shoes, leather (£14,293 (£22,167); slippers and footwear n.e.i., £3,405 (£10,326); iron and steel, bar, bolt and rod, £76,846 (£78,339); tinware, £5,260 (£9,978); plain fencing wire, £49,073 (£54,996); threshing machines, £2,491 (£7,072); generators, motors, etc., £9,203 (£12,466); sole leather in bends of under 14 pounds, £9,939 (£12,349); doors and sashes, £2,724 (£4,057); furniture, cabinetware, n.e.i., £3,702 (£8,292); writing paper, £8,596 (£11,147); parts of bicycles and tricycles, £1,747 (£5,948).

From the above figures it is obvious that trade in general lines has been making very satisfactory progress.

WEST OF ENGLAND PROVISION TRADE

DOUGLAS S. COLE, CANADIAN TRADE COMMISSIONER

Bristol, April 15, 1930.—It was anticipated in 1928 that there would be heavy decreases in shipments of Canadian cheddar owing to the heavy quantities of fresh cream from Canada which were being shipped to the United States. In that year Canada continued to be the chief shipper of cheese to the West of England. In 1929, however, New Zealand increased her shipments to Bristol to over 5,000 tons, and now holds first place in this market. The following statistics show the imports during the past five years at the Port of Bristol:—

From	1925 Tons	1926 Tons	1927 Tons	1928 Tons	1929 Tons
Total	9,589	9,932	8,759	9,688	8,434
New Zealand	2,182	3,920	2,271	4,237	5,012
Canadian ports	7,343	5,574	5,367	5,440	3,399

September makes have always commanded the highest prices of the season, but they are now dropping to the October standard of value on this market. To obtain a premium over New Zealand, attention must be given to maintaining a high standard, and this has not always been maintained in 1929. There has been a tendency to stiffness in the September make with a lack of maturity; this has been noticeable during the last two or three seasons. The length of time such goods have to be carried before they are fit for cutting is inclined to check sales.

BUTTER

There have been no shipments of Canadian butter to the West of England since 1926. New Zealand holds the trade in imported supplies, importing 1,695 tons out of a total of 1,848 tons in 1929.

BACON AND HAM

Imports into the West of England totalled 1,130 tons in 1929, of which 776 tons is credited to Holland, and 228 to Canadian ports. In 1923 Bristol imported over 11,000 tons of bacon and ham, and imports have dropped from that figure in 1923 to 1,130 tons in 1929. This is chiefly owing to decreased trade from Canada and the United States. There was a drop of 50 per cent in imports following the passing of the Preservatives in Food Act in 1927.

The difficulty in the English Provinces is that the small retail distributors are not equipped with refrigeration to handle Canadian bacon. As a result a large part of the Canadian trade has been wiped out. Bacon from Canada containing no preservative is more satisfactory for distribution in the large industrial centres where a dense population provides immediate consumption. The West of England trade in Canadian bacon has also suffered from irregularity of supplies. Continental competitors, particularly Danish, ship with unfailing regularity, no matter what the ruling prices may be.

Danish farmers are said to find the production of pigs their best paying line, Supplies from Denmark do not come into Bristol direct, although enormous quantities of bacon from this source of supply are consumed.

CANNED GOODS

Imports of canned goods into the Port of Bristol during the past year totalled 6,148 tons compared with 6,929 tons in 1928; a very small part is supplied from Canada. The market has suffered from the abnormal situation created by the early frosts in California.

English canners have developed their business on a good many lines which compete with Canadian produce, such as canned peas and other vegetables, canned plums, and gallon apples. This competition must to a certain extent militate against importations, but on the other hand, if by the efforts of the English canners the British public are induced to give a preference for Empire goods, it will probably result in the development of a larger trade with the Dominions.

At present the canned goods chiefly known to the English public are apricots, pears, peaches and pineapple, but the housewife is beginning to realize that vegetables, soups and pie fruits are more palatable from the can than with the primitive methods of bottling prevalent in the English household.

The sales of canned salmon have been well maintained in this territory. The bulk of the trade is in well-known English brands; the sources of supply are Canadian.

There is a fair importation of Canadian canned fish into Bristol, which last year amounted to 171 tons out of a total import of 872 tons.

TIMBER TRADE OF THE WEST OF ENGLAND IN 1929

DOUGLAS S. COLE, CANADIAN TRADE COMMISSIONER

Bristol, April 15, 1930.—Imports of timber into the West of England compared with those of Canadian origin for the past four years were as follows:—

	1926	1927	1928	1929
	Loads	Loads	Loads	Loads
From Canadian ports	6,355	10,349	12,443	3,421
From all sources	129,597	138,846	112,286	127,521

From the above figures it will be seen that there has been a heavy decrease in shipments from Canada during the past year. The feature of the trade has been the heavy imports of Russian timber into the West of England. A British syndicate which comprised leading members of the trade concluded over a year ago a contract for the sale of Russian exports of sawn goods in Great Britain, estimated at over half a million standards. This reacted unfavourably on imports of Swedish, Finnish, United States and Canadian timber. Shipments from the United States to Avonmouth in 1929 totalled 24,494 loads.

SPRUCE

There has been very little Canadian spruce brought into the West of England and South Wales during the past year. This is mainly due to the fact that Russian white wood has been on the market at very low prices. Other countries find it practically impossible to compete. In South Wales considerable quantities of spruce were formerly employed in the making of packing cases for export.

Since the export trade to the Far East has fallen off, the consumption of spruce has been reduced, and the uses to which it can be put in South Wales are very limited, as the average lengths are short. No heavy demand for Canadian spruce is anticipated unless a distinct improvement takes place in the export trade.

Small quantities of yellow pine have been imported into Bristol Channel ports, but this timber is too dear for general purposes.

BRITISH COLUMBIAN PINE

A fair and growing trade has been done in this wood during the past year, chiefly from the United States.

One prominent importer in this trade territory has stipulated that supplies of British Columbian or Oregon pine must be of Canadian origin.

HARDWOOD

With regard to the usual shipments of hardwood brought into South Wales ports, and more especially those used in the manufacture of tinplate boxes, it is believed that the consumption of birch, etc., for this purpose will be considerably less in the future than it has been in the past. Many new methods of packing tinplates have been adopted, and this is reacting on imports. These plates are now packed into boxes made of metal, plywood, or fibrite, and the methods adopted by the big syndicates are spreading among the smaller manufacturers. Considerable numbers of wooden boxes are still being used, but they are made mostly from English elm and are produced much cheaper in the south-western counties of England than can be done by the birch box factories in South Wales ports owing to the advantages of cheaper material and labour costs. It is not likely that there will be a great demand for Canadian hardwood in the South Wales ports during the present year unless the price can be brought into competition with that of English elm.

INCUBATOR TRADE IN THE IRISH FREE STATE

JOHN H. ENGLISH, CANADIAN TRADE COMMISSIONER

Dublin, April 11, 1930.—Agriculture is the leading industry in the Irish Free State, and accounts in its various forms for by far the largest percentage of the export trade of the country. During 1928, the exports of agricultural products were valued at over £34,000,000 (\$170,000,000), of which cattle was of chief importance, followed by butter and eggs.

During recent years the development of the poultry and egg industries has received increased attention, and a considerable amount of propaganda and educational work has been carried on, but it is still generally the case that poultry-farming and egg-raising are considered by Irish agriculturists as relatively unimportant. The result is that they are usually treated as side-lines to cattle-raising and wheat-growing, and are often left to the women members. At the present time there are few strictly poultry farms, although the production of eggs and poultry is in the aggregate comparatively important throughout the Free State.

According to the official agricultural census published within the past two weeks, the output of poultry in the year 1927 amounted to 12,200,000 birds, while the production of eggs is reported to have totalled 1,294,920,000 during the same period. Since the date of the gathering of these figures, it is estimated that the production of both poultry and eggs has increased somewhat.

EXPORT TRADE

Both eggs and poultry play an important part in the export trade of the Irish Free State, as shown by the trade returns for the past year ending December 31, 1929. From the following table will be seen a comparison of the shipments of live and dressed poultry during the past three years. Most of these exports were to the markets of Great Britain.

EXPORTS OF POULTRY		1927	1928
<i>Live Poultry—</i>			
Geese	Cwt.	66,292	64,865
	£	16,231	15,739
Chickens	Cwt.	620,942	642,737
	£	111,279	113,673
Old fowl	Cwt.	338,405	292,738
	£	51,386	39,609
Other live	Cwt.	82,660	20,855
	£	26,116	22,385
Total live	Cwt.	1,108,299	1,021,195
	£	205,012	191,460
Total for 1929, 1,139,375 cwt., valued at £209,087.			
<i>Dressed Poultry—</i>			
Turkeys	Cwt.	50,044	50,704
	£	389,599	395,098
Geese	Cwt.	7,921	6,561
	£	37,783	28,999
Ducks	Cwt.	2,336	2,137
	£	11,989	10,366
Chickens	Cwt.	28,362	25,435
	£	174,121	158,993
Old fowl	Cwt.	20,828	22,751
	£	95,140	100,184
Other dead	Cwt.	153	37
	£	819	170
Total dead	Cwt.	109,644	107,625
	£	709,451	693,810
Total for 1929, 124,653 cwt., valued at £740,594.			

EXPORTS OF EGGS

<i>Eggs in Shell—</i>		1927	1928
Duck	Gt. Hund.	398,887	411,331
	£	242,172	246,169
Hen, fresh	Gt. Hund.	4,446,534	4,533,255
	£	2,726,246	2,802,026
Hen, storage	Gt. Hund.	68,815	70,247
	£	51,075	52,612
Hen, pickled	Gt. Hund.	31,996	31,654
	£	19,733	19,425
<i>Eggs not in shell</i>	Cwt.	333	116
	£	1,255	497
Total eggs		4,946,565	5,056,603
	£	3,040,481	3,120,729

Total for 1929, 4,810,940 great hundreds, valued at £3,218,702.

USE OF INCUBATORS

Owing in part, no doubt, to the lack of appreciation on the part of the farmers of the value of poultry and egg raising, the industry has not been developed to the extent to which it is capable, with the result that incubators and brooders have not become in general use. On most farms where poultry is raised broody hens are still used to a large extent as the sole means of egg-hatching. However, incubators are gradually becoming more common, and a good number are now in use in sections of the country, but as far as has been learned there are possibly not more than a dozen farms in the Free State specializing in poultry and eggs. Despite the apparent apathy of farmers to chicken-raising as a major undertaking, progress has been made in the development of this industry. Credit is due to the Irish Free State Department of Agriculture for the educational work which they are doing in this connection. Appreciating the potentialities of Ireland as the source of supply of a greater proportion of the demands of the British market for eggs and poultry, they have taken steps to foster this industry in various ways. In addition to establishing regulations and standards governing the export of eggs, they have introduced, through their agricultural training schools, specially assisted schemes, and have gone so far as to offer money grants to farmers in connection with the purchase of incubators.

MAKES OF INCUBATORS

No statistics are available which would indicate the number of incubators in use in the Irish Free State, or the number imported during the past year. There are a number of makes being sold in the Irish market, most of which are manufactured in England. The most popular size is one having a 100-egg capacity, although other sizes ranging from 30 eggs to 240 are being offered. Practically all the incubators in use at present are oil-heated, but it is to be expected during the next few years that, as a result of the Shannon hydro-electric scheme, electrically-operated machines will become more common.

It is difficult to say what makes of incubators are at present most popular here. A number of lines are extensively advertised in the farm weeklies, and it is understood that some of these, particularly a machine made by a South of England firm, are most favourably considered and appear to be popularly priced. The price range for practically all the incubators being offered is from £5 (\$25) to £12 12s. (\$63) for the 100-egg size. One standard machine is quoted at £6 10s., complete with tank, delivered freight paid to the farmer's railway station.

In view of the fact that the principal United Kingdom incubator manufacturers are already well established in this market, it would be extremely difficult to introduce a new and unknown make of machine. In addition to being well represented in the principal cities throughout the Free State by stock-

carrying agents, most of the United Kingdom firms carry on a continuous advertising campaign through the weekly newspapers and trade journals which reach the farmers. As a result the names of certain incubators have become known and well-established in the minds of the Irish farmers.

Although the market is a relatively unimportant one at the present time, from the point of view of actual sales, competition for the business which is offering is keen, as it is appreciated that this branch of agriculture is likely to become an important one before long. Up to the present time few Canadian or American incubators have been sold in the Irish Free State, and it is considered that their entry into the market would be difficult in the face of the existing competition from the United Kingdom.

With all the natural advantages of position already possessed by English manufacturers, the possibilities of a Canadian firm competing here in this line do not seem to be promising, unless they are prepared to entertain a considerable amount of advertising. In addition, the services of a good agent either carrying sufficient stocks here or having them readily available from stores in England, would be necessary, but perhaps difficult to obtain. The English machines at present being advertised and sold in this market are of good quality and workmanship, and well priced. While competition is strong, it should not be impossible to overcome by a manufacturer prepared to consider the market seriously. The potentialities of the Irish Free State in incubators are considered to be favourable over a period of the next ten years.

Incubators are admitted duty free into the Irish Free State, irrespective of the country of origin.

COMMERCIAL NOTES FROM NEW SOUTH WALES

B. MILLIN, COMMERCIAL AGENT

Food Prices in Australia

Sydney, April 3, 1930.—The results of investigations made by the Commonwealth Statistician as to the price of food and groceries (forty-six commodities) have been made available for the month of February, 1930.

Compared with the preceding month of January, the six capital cities of the Commonwealth show a decrease of 0.9 per cent. The increase in the cost of those commodities since July, 1914, was greatest in the State of New South Wales (56.7 per cent), followed in order by Victoria (52.6 per cent), Queensland (51.2 per cent), Tasmania (46.1 per cent), South Australia (43 per cent), and West Australia (30.8 per cent).

Population of Australia

The estimated population of the Commonwealth of Australia on December 31 last was 6,414,385.

Compared with the estimated population on December 31, 1928, the figures represent a natural increase by way of excess births over deaths of 68,636, and a net excess of arrivals over departures of 8,963. The rate of increase for the year was 1.22 per cent, which is slightly over half the average rate of increase per annum since the census of 1921.

Whaling in the Antarctic

After an extended cruise of over five months in Antarctic waters, the Norwegian whaler *Nielsen Alonso* with five chasers reached Hobart last week.

The *Nielsen Alonso* is stated to have taken 745 whales, from which 55,000 barrels of oil worth about £230,000 were won. No mishaps occurred during

the cruise, although other vessels were not so fortunate. Thirty-seven whales were taken during six weeks' stay in Ross Sea, and the vessel returned to the outskirts of the pack ice where whales were plentiful, and the record catch of twenty-six whales in one day was made. Of the 745 whales taken, 509 were blue whales, 128 fin whales, 106 humpbacks, and two sperm whales.

The Norwegian whaling factory steamer *C. A. Larsen*, 13,200 tons, returned to its base at Stewart Island after four and a half months' cruise with a cargo reported to consist of 77,000 barrels of oil valued at £275,000. The vessel was accompanied by the *Sir James Clark Ross*, 8,200 tons, which carries 31,000 barrels valued at £160,000.

Another vessel, the new steamer *Kosmos*, on her way to Wellington, is reported, however, to have on board 116,000 barrels valued at £570,000, stated to be a world's record catch.

Aeroplanes were used this season for spotting the whales, and two fliers, who had sufficient fuel to fly five hours, did not return.

Australian Oil Shales

Generally speaking, the oil shales of Australia are the richest in the world. In actual practice as much as 150 gallons of crude oil have been extracted from shale mined within 100 miles of Sydney. New South Wales possesses the richest shale, but in the State of Tasmania there are large first-class deposits. Other states also possess large deposits. The known deposits in Australia are estimated to be able to produce approximately 5,000,000,000 gallons of shale oil, which would produce about 2,500,000,000 gallons of petrol if treated by the most up-to-date methods of retorting. This estimate is stated to be on the most conservative basis and taken from all the known deposits of shale in Australia.

A considerable amount of money has in recent years been spent in exploiting the shale deposits of New South Wales and Tasmania, but after many attempts operations have been abandoned owing to the high cost of retorting and the very much increased cost of labour in recent years. Quite recently attempts have been made to revive the industry by a new process, which it is stated will considerably lower refining costs.

The Commonwealth Government recently announced its intention of presenting a bill to Parliament providing for the payment of a bounty of 3½d. per gallon on quantities of oil produced from Australian shale up to 3,500,000 gallons per year. It is stated that this will give some encouragement to at least three companies, which are about to endeavour to produce the commodity at a much cheaper cost than heretofore.

Building Trade at Sydney

There is every indication that the building trade at Sydney will experience a sharp decline during the year. Official figures reveal that during the last three months applications for the approval of plans have materially decreased. Financial institutions have cut down the supplies of money available on account of the economic stringency and give very little encouragement to builders, and, on the other hand, builders recognize the fact that costs are now at their peak and prefer to wait and see what will happen in that direction.

Prospects of the New South Wales Rice Harvest

This new industry is progressing rapidly. It is officially stated that the crop this year, given suitable weather conditions, will approximate 34,000 tons, all of which will be harvested from the Murrumbidgee irrigation area. Last season the area under crop was 14,319 acres; this year it has increased to 19,930

acres. The present Australian consumption is estimated at 25,000 tons per annum. This year production is estimated at 30,000 tons, thus leaving a considerable surplus for export. Last year the average yield was $89\frac{1}{2}$ bushels to the acre; this year it is estimated at 90 bushels.

Shipment of Australian Grapes to Vancouver

A shipment of Australian grapes, amounting to 2,500 cases, is going to Vancouver by the *Niagara*. The grapes are Ohanez, from the Murrumbidgee irrigation area, and are packed in cork dust. These grapes have been frequently exported to great distances and are excellent carriers.

ECONOMIC CONDITIONS IN SOUTH AFRICA

J. L. MUTTER, ASSISTANT TRADE COMMISSIONER

Cape Town, April 4, 1930.—General business is quiet, and seems likely to remain so for some time. The new customs agreement with Rhodesia has met with a generally favourable reception and satisfaction is expressed that the growing trade between the two countries has not received the set-back which at one time seemed possible. The present recession in trade, caused in large part by the falling off in exports of farm products due to the fall in export prices, is likely to continue until the resumption of normal expansion of farming production. Any marked rise in this connection, however, is dependent upon a substantial recovery in export prices, of which there is at present little indication. Failing such a recovery, the present unfavourable balance of trade can only change as a consequence of an increase in foreign loans, or of a further decrease in imports.

Agriculture throughout the Union was subject to very varying conditions during February. Generally speaking, the early part of the month was a period of severe drought and heat. As a result crop production has suffered, and the maize crop in particular will be disappointing in the drought-affected areas. Bumper yields, however, are expected in the Transvaal, which has been more fortunate as far as rains are concerned. The condition of large and small stock is reported as good, with grazing and feed generally plentiful. The deciduous fruit season closed favourably. Exports in January were heavy, totalling 703,285 boxes as against 314,596 boxes in January, 1928. To date, peaches, plums, and pears comprise the bulk of this trade.

MINING

The January returns for the Transvaal gold mining industry indicate a slight increase in production over the same period in 1929: 882,801 fine ounces valued at £3,749,900 as compared with 876,452 fine ounces valued at £3,722,932. Statements recently published by the Transvaal Chamber of Mines reveal the fact that the gradual upward trend of working costs which has been a feature of returns during the past few years was continued during 1929, though at a slower rate than in the previous year.

The local diamond market remains quiet, with the December, 1929, output of alluvial diamonds in the western Transvaal little more than half that of December, 1928. January returns for the Natal coal industry show 100,137 tons bunkered as against 84,020 in the previous month. Prices for export cargoes are still very low.

MANUFACTURING

Conditions in the manufacturing centres of the Union are quiet, and industrial activity appears to be below the level of a year ago. Industries which have shown improvement are engineering in Cape Town, and boots and shoes at Port Elizabeth.

RHODESIA AND NYASALAND

Trade remains seasonably quiet in Southern Rhodesia. Divergent views are expressed upon the terms of the recent customs agreement with the Union, but on the whole satisfaction is expressed at the outcome, though a final opinion cannot be expressed until the new tariffs come into force. The building trade is less busy, although leading firms still have large contracts in hand. Agricultural and pastoral prospects are not particularly favourable as the rainfall to date has been below normal.

An unchanged position in the overseas tobacco market faces Nyasaland growers, but the success of last season's cotton crop is gratifying. Present applications for seed indicate the possibility of a still further improvement during the coming season.

EAST AFRICA

Bazaar trade is quiet and merchants are reported to be indenting on cautious lines. Kenya anticipates an excellent crop yield in coffee as a result of favourable weather conditions. The production of sisal fibre for export for the twelve months ending July next is estimated at 20,000 tons. Excessive rains in Uganda have retarded the ripening of the cotton crop and definite estimates are not yet available. In Tanganyika the forthcoming Government expenditure of between £800,000 and £900,000 is expected to stimulate trade considerably.

TREND OF BUSINESS IN HONGKONG AND SOUTH CHINA

PAUL SYKES, CANADIAN TRADE COMMISSIONER

Hongkong, March 29, 1930.—Business conditions in Hongkong and the principal South China ports show few signs of improvement. The exchange situation continues to dominate all other factors. There have been to date no indications of increases in world prices of silver which would have a stabilizing effect on local import trade. A gradual readjustment in prices of all imported commodities is now taking place, but it will be a considerable time before equilibrium is attained in import circles and buyers become accustomed to higher price levels.

The serious fall in the exchange value of the Hongkong dollar, noted in previous reports has resulted in this currency reaching a level of approximately 36 cents (Canadian currency)—just three-quarters of its value six months ago. World prices of silver are not expected to show any degree of appreciation and, unless extraordinary measures are taken, local currency will probably remain for some time at about to-day's value. It may even decrease further, but any such movement is not likely to be extensive.

The Colonial Government of Hongkong has just appointed a commission to inquire into the currency problem. The principal points which will be investigated are the basing of the note issue on silver, the advisability of enabling or permitting notes to command a premium over the silver on which they are based, and the means whereby the Hongkong dollar may be stabilized. It is the last of these points which is most vital to all import trade, and there is a general desire and expectation that some means may be found of correcting the situation which has existed during the last half year.

One of the prime effects of declining silver values throughout Hongkong and China has, of course, been a general curtailment of import business. Most goods now coming forward have been purchased either at fixed exchange or have been urgently required to replenish stocks. In many lines, supplies bought at more favourable rates are now exhausted and the general level of prices has increased from 10 to 25 per cent. If there were any assurance that silver would

remain at its present value, business could be expected to gradually accustom itself to new price ranges, but there is yet no indication that such a move would be justified.

POLITICAL SITUATION

The political situation throughout the whole of China remains uncertain, and while the present Government in Canton appears to be strongly entrenched, its future stability depends largely on the trend of affairs in the North. There have been rumours of a renewal of fighting between Kwangtung and Kwangsi forces, but no serious outbreaks have occurred and it is expected that peaceful conditions will prevail, for a time at least.

MARKET CONDITIONS AS AFFECTING CANADIAN PRODUCTS

The following remarks refer briefly to the trade in several commodities in which Canadian exporters are interested:—

Flour.—In spite of generally dull market conditions, Canadian flour has come forward in fair quantities. In fact, the total import from the United States, Australia, and Canada is estimated to have fallen only from 4,000,000 bags (49 pounds) in 1928 to 3,500,000 in 1929, a smaller decrease than had been anticipated.

Some improvements in conditions in South China, resulting principally from a cessation in fighting between political factions, lead to the impression that flour business will soon recover from the harmful effects experienced during 1929, although higher prices of the Canadian product may militate against any appreciable increase in the quantities imported into this particular market.

Dry Salt Herring.—The business in dry salt herring is proceeding satisfactorily. Demand has been somewhat slacker than usual during recent years, but has been reasonably steady, and prices have been maintained at good levels.

Leathers.—There has recently been a marked improvement in inquiries for Canadian leathers. Low-priced sole leathers are in fair demand and could be sold in good quantities if available. Canadian uppers are becoming established and are soon expected to be an important factor in the market. There is a keen demand also for cheap black patent leathers, but owing to inadequate supplies very little business is being done in any Canadian lines.

Cheese.—A line of Canadian cheese, introduced to the Hongkong market last year, has been selling satisfactorily, but produce dealers show more interest in skim-milk cheeses than in ordinary processed or cheddar types. Any Canadian producers of low-priced skim-milk cheese, prepared in 5-pound, 1-pound, and $\frac{1}{2}$ -pound packages, should communicate with the Canadian Trade Commissioner in Hongkong, quoting terms and prices c.i.f. this port.

Automobiles.—A recent development in the local market for Canadian automobiles is of no small interest. It has for some time been an established rule in Hongkong that motor cars licensed for taxicab and motor bus use should be of British manufacture. Canadian-made products have never been imported for this purpose, but local dealers representing Canadian manufacturers, and several transportation companies, are now interesting themselves in the matter and it is expected that a large proportion of replacements required by these firms will in future be furnished by Canadian plants.

Ammonium Sulphate.—The local fertilizer market is showing signs of revival. It is reported that the largest English and Continental supplier of ammonium sulphate expects this season's sales to reach record levels. In the meantime Canadian business has practically vanished. The decrease of several hundred thousands of dollars in this trade will accentuate that in all other commodities which has resulted from generally depressed market conditions.

MARKET FOR MOTOR CAR BATTERIES IN HONGKONG AND SOUTH CHINA

W. J. RIDDIFORD, ASSISTANT TRADE COMMISSIONER

Hongkong, March 31, 1930.—Due to the fact that no import statistics have been compiled for the port of Hongkong during the past few years, it is difficult to secure accurate information as to actual business done in any particular line. One means of gauging the local market for storage batteries is by noting the number of motor vehicles licensed. During the year 1928 the number of private motor cars licensed in Hongkong was 1,497, whereas the number in 1929 was 1,634. The number of commercial lorries licensed in 1928 was 469 as compared with 542 for 1929, and of motor buses 146 as compared with 171 in 1929. Increases in the use of every type of motor vehicle are very evident, and if it is understood that these figures apply only to Hongkong and that a similar expansion is taking place in South China, some idea may be gained of the extent of the market for storage batteries in this territory.

Although only about 60 per cent of the motor vehicles in Hongkong and South China are of United States or Canadian manufacture, dealers state that United States manufacturers supply at least 75 per cent of the demand for storage batteries. During the year 1927 exports of storage batteries from the United States to Hongkong were valued at \$30,732, and increased to \$82,724 in 1928. Statistics for 1929 are not yet available, but it is expected that business exceeded that of the previous year. Hongkong being a free port, competition in every line is keen, but if Canadian manufacturers can export a battery similar to and competitive with some United States makes, a substantial share of this business can be secured.

Canadian manufacturers should keep in mind the fact that this market demands a cheap article. There is a small, steady demand for good-quality, high-priced batteries, but the bulk of the business in China is with Chinese buyers who almost invariably prefer the cheapest article available. The most saleable types of automobile batteries in the Hongkong and South China markets are the 6-volt, 11-plate, and the 6-volt, 13-plate sizes. The boxes supplied with these two models are of rubber, and plate separators are of wood. The most popular makes of automobile batteries in these sizes are imported from the United States. One 6-volt, 11-plate battery is assembled here and costs approximately \$4.50, while another line of 13-plate size and the same voltage is sold to dealers, fully assembled, dry charged in the United States, for \$5.10. This latter battery is sold on a twelve-months' guarantee. Should one of these batteries prove defective and fail to give satisfaction under normal usage, the manufacturers reimburse the dealer to the extent of \$2 per battery towards reconditioning.

Some business is being done in larger good-quality batteries for the more expensive American and British motor cars and motor buses used by motor transportation companies in Hongkong and Canton. This provides a steady and, by all indications, what will be an increasing demand for large long-life batteries.

Batteries for this market, other than those assembled locally, should be forwarded from the factory "dry charged," although some makes are arriving here in perfect condition after being supplied with both acid and distilled water prior to shipment. Such shipments mean a considerable saving in time and money to local dealers and exporters. The possibility of damage is slight if correct packing is used. Cases should be strongly built, of good stout material, well nailed, so as to withstand rough usage on landing or transshipment.

With a battery shipped ready for immediate service on arrival at port of destination, the primary packing requisite is that cases should be kept right

side up at all times. This battery packing is done in strong wooden cases in which six small batteries can be placed in line, the bottom of the case being flat and the top peaked slightly like the roof of a house. Wooden handles for carrying are attached to the upper parts of the ends and the case should be carefully marked "This Side Up" and "Handle With Care."

The building of new roads in the colony of Hongkong and in Kwangsi and Kwangtung provinces, and the increases shown in the number of motor vehicles licensed annually, both indicate that Hongkong and South China will provide a steady and increasing demand for motor car batteries. Moreover, because of the short life of the very cheap batteries which are the big sellers here, sales are frequent and turnover of stocks rapid. Canadian manufacturers of storage batteries and storage battery parts who are interested in exporting should send c.i.f. Hongkong prices and complete specifications to this office, which is in close touch with several of the larger importers of these commodities.

COMMODITY MARKETS IN MALTA

A. B. MUDDIMAN, CANADIAN TRADE COMMISSIONER

II

Foodstuffs—Continued

FRUITS (FRESH)

There is a good local production of oranges, melons, grapes and figs. It is only natural, however, that there is a demand for northern fruits in Malta, due to the military garrison and naval establishments.

Italian apples from Catania are being consumed by the British fleet. A few apples are brought in from London, but their price is out of all proportion to that of the Italian apple. One retailer stated that he bought Italian apples at 14s. per English cwt., whilst 40 pounds of English apples cost him 19s. 6d. The Italian apple that is being sold is a very poor one.

The locally grown apples are either green, red or yellow. They are not purchased, as in most countries, by the brand; the Maltese buy them by colour. The majority of apples imported into the country come from Naples and Sicily. As far as home-grown apples are concerned, in summer the poorer people use a yellow apple for cooking and a red-yellowish apple for eating. In the autumn they use for cooking a Sicilian apple called "Limocelli" and red "Lappioni," whilst in winter they use, for eating purposes, those imported from Sicily. The average size is from 2½ to 3 inches in diameter; the shape should be round. Amongst the better-class people the green, red and yellow apples are consumed, while the poorer classes mostly confine themselves to the red apple. For the better-class people, for cooking purposes, the apple should be a medium 4 ounces.

Further particulars of the local brands of apples can be obtained by consulting Dr. J. Borg's *Cultivation and Diseases of Fruit Trees in the Maltese Islands*, published by the Maltese Government Printing Office in 1922. The above data was gathered from investigation amongst importers.

HAM

The bulk of the hams come from the United Kingdom, and are the well-known brands such as Hunter's. Denmark with a boned canned ham, however, is making inroads; the Hafnia hams, in spite of their high price, are selling well.

HONEY

There is a large production of honey, which is of excellent quality. Unfortunately local methods of handling are rather antiquated, and for many years

the production of honey has thus been on the wane. The bee-keepers, who are chiefly farmers, adhere still to the time-honoured earthenware hives. On the other hand, the wholesale destruction of the wild thyme in Malta, which is the main source of the pleasant flavour and aroma of the Maltese honey, has contributed not a little to discourage the more progressive bee-keepers from adopting the bar-frame hives definitely on a large scale instead of keeping only a few, rather as a pastime or an experiment than otherwise. With a view to revive the Maltese honey industry on modern lines, the Minister of Industry and Commerce has considered the advisability of granting small subsidies to beekeepers for well-stocked bar-frame hives of any model approved of by this department, the subsidy to be paid yearly, and tenable for five years, for any number of bar-frame hives belonging to the same individual not less than twenty or not more than one hundred. A suggestion is also under consideration, and it is hoped will be shortly carried into effect, to take steps to protect the wild thyme on the waste lands where it grows, and to put an end to the relentless destruction to which it is being subjected. There is little doubt that if wild thyme is adequately protected, there will be a rapid revival of the honey industry.

LARD

Lard is largely used for cooking in Malta, and for the size of the population, imports are rather large. In 1928 imports were 17,077 English cwts., and in 1929, 17,358 English cwts.

Shipments of lard must be accompanied by a certificate from a competent technical Government authority of the country of origin in the sense "that the lard is derived from animals which were examined previous to their being slaughtered and were found to be healthy."

For a time the Dutch exports of lard increased considerably in Malta, as in many other of the Mediterranean countries. One of the reasons was that the Dutch were packing their lard in galvanized pails which could then be sold, after use, for about one shilling each by the retailer, whilst the American wooden pail only fetched twopence. This led importers for a time to take to the Dutch product. Out of a total of 17,358 English cwts. of imports during 1929, 12,420 cwts. were from the United States as against 7,161 cwts. in 1928, and 1,969 from Holland as against 5,966 cwts. in 1928.

The most suitable packing for this market is in wooden pails or galvanized buckets containing 28 pounds net weight.

MARGARINE

While the butter trade is controlled from England, Holland, with its vast margarine combinations, holds the margarine and other butter substitutes market. In 1928, Holland shipped 12,237 English cwts. out of a total of 12,467 cwts.

MILK (CANNED SWEETENED)

Condensed sweetened milk is imported into Malta to a much greater extent than evaporated. Of the former, 41,374 cases were imported in 1928, and 47,443 cases in 1929.

The bulk trade has generally been in the hands of Switzerland, but last year Dutch imports exceeded the Swiss; 18,946 cases from the Netherlands (Hollandia) and 17,605 from Switzerland (Nestle's). It is likely that a certain amount of the Dutch imports are really of Canadian origin, coming through Rotterdam. Canada is credited directly for the last year—and that for the first time—with 210 cases. There is keen competition between the Dutch and Swiss companies. Useful articles are given as presents in exchange for the labels. A Canadian brand of milk is now being sold by the Navy, Army and Air Force Institutes, and it was said to be becoming quite popular.

MILK POWDER

Practically all the milk powder consumed is imported into Malta from England. Last year, milk food for babies, such as the well-known Glaxo and Lactogen, etc., was imported to the extent of 1,216 cases. There would seem to be no opportunity for Canadian firms to ship quantities of milk powder for commercial purposes.

MINERAL WATERS

All well-known brands of English mineral waters, etc., as well as many French, are on the market.

PICKLES, SAUCES AND CONDIMENTS

As the largest consumers of these are the members of various military and naval forces on the islands, it is natural that the well-known English brands are entrenched in the market. There are some small shipments coming in from the United States direct.

SEED POTATOES

There is a large cultivation of potatoes in the Maltese Islands. In order to cultivate potatoes for early shipment to Central Europe, there is a correspondingly large import for potato seed. Last year 103,383 English cwt. were imported in this connection. The bulk of the trade for years has been in the hands of seed firms in the North of Ireland. Of late years, however, the Dutch, who are consumers of Maltese potatoes in the early part of the year, have been making strong efforts to obtain a large share of the trade, but for the time being North of Ireland shippers still have the bulk of the business: 77,431 cwt. against Holland's 14,201 cwt. in 1929. It is understood that the Dutch shipments in that year were more for table use than for sowing.

The types of seed potatoes sold in Malta resemble those of the well-known "Champion", "Northern Invincible" and "Up-to-date". The seed is grown in two crops a year, both for home consumption and for export. The importance of the potato crop for Maltese farmers may be gauged from the fact that the total production of both spring and winter crops for 1928-29 amounted to 29,150 tons, ordinarily of a total wholesale value of nearly one and a half million dollars paid directly to the growers, besides profits accruing to dealers, carmen, brokers, and other interests.

The increase in the importation of the "Northern Invincible" potato seed that has taken place is not looked on with favour by the Maltese Department of Agriculture because of its inferior quality. To grow potatoes profitably in Malta, the farmer must have his eye upon his largest export market, that of Central Europe.

An importer in Malta has kindly furnished the following information:—

Seed potatoes are imported here from the North of Ireland for the spring sowing. The first consignments arrive usually during the first half of December of each year and continue to arrive at an average rate of 3/4,000 bags per week up to, say, the first half of February of the following year.

Facilities for the shipment of potatoes for Malta exist in Liverpool, where there are one or two steamers weekly loading for Malta. This is very essential as consignments, with few exceptions, arrive here regularly in succession and give ample time for a shipment to be absorbed before another consignment arrives. When it happens that several shipments arrive at the same time and large quantities of seed accumulate on the quays, the market price immediately gives way, with the result that rather heavy losses are incurred by the importers.

The seed potatoes imported here are grown in the North of Ireland. The quantity imported annually is on an average 40/45,000 bags or 4/4,500 tons, which include several varieties, the principal of which are the following, viz: 35,000 bags black, bog-soil Champions, 3,000 bags Up-to-Dates, 2,500/6,000 bags Invincible. The remainder is made up of several other less important varieties.

The Champions are round potatoes grown in black (bog) soil. They must be yellow-fleshed, otherwise they will be refused by the growers, who would on no account sow other than black-soil-grown yellow-fleshed stuff. The Up-to-Dates are kidney-shaped potatoes, while the Invincibles are round potatoes, but white-fleshed. Prices vary usually between £6 and £10 per ton c.i.f. Malta. Great care must be taken to the sacking, which should be made of strong twill, and the bags, which are made to contain 2 cwt. net of potatoes, must be blue-striped.

Every consignment is accompanied by certificates issued by the Agricultural Department of the port of shipment, which, it is understood, are more or less the same as the specimens of the certificates which are issued for shipments of potatoes from the Dominion of Canada. One can say nothing as regards the possibility of the Canadian seed potatoes gaining a foothold on the Maltese market as the quality is not so far known; however, one is certain that there is a most important obstacle for their introduction here, and that is the lack of direct steamer communication between Canada and Malta.

SUGAR

The trade is for beetroot sugar. Italy has a prominent position in this market, followed by Germany and Czechoslovakia. Importations are fairly regular. For the last year 135,355 English cwt. were imported. Out of this total, 67,119 cwt. were shipped from Trieste, Italy, 39,101 from Germany, and 13,238 from Czechoslovakia. The exports from other countries dwindled.

WHEAT

Wheat is the principal product exported to Malta from Canada. Imports into Malta from all countries in 1929 were as follows:—

Australia	9,604	£104,540
Canada	9,479	114,667
Argentina	1,781	18,321
Italy	321	4,391
Tunis	193	3,400
United States	8,700	90,963
Army and Navy Department	48	433
Total	30,126	£337,015

Canadian and Australian wheat imports into Malta are given in the following table for the years 1924 to 1928.

	Canada Tons	Australia Tons
1924	6,600	5,463
1925	3,510	4,482
1926	4,341	2,903
1927	4,884	7,092
1928	13,766	4,047
1929	9,479	9,604

Many of the millers combine to do their buying. One firm who have broken away from this combination are inquiring for Manitoba No. 2 and Amber Durum. They buy Manitoba No. 2 in lots of 1,000 to 2,000 tons, and Amber Durum in 1,000-ton lots. They use about 7,000 tons of Manitoba No. 2, and would like a direct connection, if possible. The duty on wheat works out to about 3s. 5d. per hectolitre.

The following note from the Department of Agriculture gives the situation of the home grown crop of wheat and other cereals:—

The acreage under wheat amounted to 8,199 acres in Malta and to 685 acres in Gozo and Comino—a total of 8,884 acres, as against last year 9,026 acres. While there has been a slight increase in the wheat acreage in Gozo and Comino, there has been a further drop in Malta, but this is mostly owing to ordinary fluctuations due to crop rotations. The total production is estimated at 36,648 quarters as against last year's production of 36,121 quarters, the reduction in acreage being more than compensated by an increase of yield, with a very good average of 33 bushels per acre. The spring was comparatively dry, but there was a good storage of moisture in the soil as a result of the abundant rains in winter, and the weather continued mild, and even cold, throughout the flowering and seeding periods, without those spells of hot and dry southern winds which in certain years prove so disastrous to the proper formation of the grain. As a result of this favourable weather the grain was plump and heavy, the weight being usually at or above 65 pounds to the

bushel. There was hardly any signs of chlorosis even on badly drained lands, and rust was also very little in evidence.

The same sorts of wheat were grown this year as last year, the local "Red Hard Malta" and "Yellow Hard Malta" predominating, the first on red soils and the second on whitish or clayey soils. The hard wheats Medeah or Susa wheat, the Australian Dreadnought, and also Amber Durum have again given very good results, and their cultivation is fast extending in both islands.

Barley and meslin or mischiato were sown on 6,122 acres, and the yield was estimated at 34,358 quarters, as against last year's 7,076 acres with a production of 37,697 quarters. The area under barley was 3,142 acres, of which only 159 acres were grown in Gozo. On the other hand, the area under meslin in Gozo amounted to 2,940 acres, and only 40 acres of meslin were grown in Malta. The total production of barley amounted to 17,937 quarters and that of meslin to 16,421 quarters. The reduction in the total acreage of barley and meslin is due solely to usual fluctuations brought about by crop rotation. Meslin is a mixture of wheat and barley, in the reputed proportion of two parts of wheat to one part of barley, but sometimes the proportion is nearly reversed, the quantity of barley exceeding that of wheat. Its cultivation is at present practically confined to Gozo, being generally considered as dirty farming by the farmers in Malta. Meslin was formerly much used for bread-making by the poorer people, but it is now chiefly grown to be roughly milled or broken up as a feed for fattening animals, and on that account its cultivation is recommendable. In fact, the production in volume is only slightly less than that of barley, and is much superior to that of wheat, and the value of the crop per acre is generally superior to that of both wheat and barley.

Of course a crop of meslin exhausts the land more than either a crop of wheat or barley. Barley being a surface feeder and wheat a deep feeder, the soil is wholly and simultaneously subjected to a heavy strain.

The total acreage for wheat, barley, and meslin, therefore, amounted to 14,321 acres, or well over one-third of the total cultivable area in the Maltese islands; and the average wholesale prices for wheat, meslin, and barley being respectively 55s., 38s. 4d., and 21s. 8d. per quarter. The total value of the wheat and barley amounts to £120,214. To this must be added the sum of £4,761 representing the value of 2,116 quarters of maize, which was last year's produce from an area of 553 acres. The importance of cereals became evident as one of the staple products of these islands, a position held continuously and almost unchallenged for many years past. Last year's increase of the area under maize, as compared with the preceding year's 325 acres, is explained by the favourable condition of the soil for dry-farmed crops in the spring of 1928, after the preceding season's heavy rainfall. It is very likely that this increase will be fully sustained this year owing to the same cause, viz., the very good rainfall throughout the winter of 1928-29.

WHEAT MARKET CONDITIONS IN FRANCE

MAURICE BÉLANGER, ASSISTANT TRADE COMMISSIONER

Paris, April 22, 1930.—One of the main reasons given for the falling off in export orders for Canadian wheat and the prevailing low prices is the abnormally large crop on the Continent of Europe, and especially in France. While it is true that the crop was larger than usual, the true reason for the over-supply of wheat in France is the fact that large quantities were imported during the course of last summer, mostly from Argentina. The explanation of this is that in the early summer the French crop was expected to be deficient due to unfavourable weather conditions, and producers refused to sell to millers in the expectation of higher prices. The millers were therefore forced to buy abroad, and large shipments were received here during July and August of last year.

The official figures of the last French crop place production at 319,861,000 bushels as compared with 281,283,142 bushels in 1928. The annual consumption of wheat is placed at between 300 and 400 million bushels, so that obviously the last crop was barely sufficient to meet the demand. As stated above, exports from France were not solely the result of increased production but also of importations which subsequent developments have shown to be unnecessary. This situation is reflected in the customs statistics, which place the imports of Argentine wheat for July and August, 1929, at 3,509,097 and 2,143,919 bushels respectively, as compared with 1,687,757 and 1,888,040 bushels for the same months of 1928.

When, contrary to expectations, the French crop proved to be unusually large, it was found that the country held large stocks of wheat and prices paid to farmers and co-operatives dropped to markedly low levels. It then became necessary to market the surplus wheat abroad, but the prices obtained were so generally unsatisfactory that farmers complained of heavy losses.

As a result, agricultural interests brought pressure to bear on the French Government in the hope of obtaining protective legislation to relieve the situation. Efforts in this direction bore fruit when the Government passed a law dated December 1, and subsequent laws dated December 2 and 7, stipulating that flour for bread making should contain at least 97 per cent domestic wheat; that all stocks of foreign wheat or flour held in France must be declared as well as subsequent imports; and that additional imports of wheat would be allowed only on condition that the importer agree to export an equal quantity of wheat in the form of grain or flour within three months of the date of importation.

To permit the exportation of French wheat at a profit the Government set aside the sum of 115 million francs (\$4,500,000), representing the amount of customs duty collected on wheat imports during the months of July and August, 1929, to be used in paying premiums on exports of wheat. It was hoped that this appropriation would provide for the exportation of French wheat at a profit and relieve the serious condition of over-supply then existent. The premium paid amounted to 45 francs per 100 kilos when paid to dealers, and to 47 francs per 100 kilos when paid to producers and co-operatives.

This premium on exports was termed a refund of duty in that the sum set aside represented the amount of duty previously collected on importation which, in the opinion of the French government, was not justified; as a matter of fact, this premium was paid on all exports whether or not they resulted from a previous importation of foreign wheat.

The provision of the above law which authorizes the payment of a premium was terminated automatically on March 3 of this year, but it was then the general opinion among local dealers and brokers that the new French Government would grant an extension and vote a new credit to ensure the marketing of the surplus supply under advantageous conditions.

These predictions were justified on April 1, 1930, when a new law was passed extending the application of the law of December 1, 1929, until July 31, 1930. The new law stipulates that the total amount paid out in premiums during that period must not exceed 100 million francs, and that at least 50 per cent of the amount paid out must go to farmers and co-operatives.

This stipulated amount can also be regarded as a refund of duty in the sense that it represents the revenue obtained from customs duty collected on imports of wheat during 1929.

Of course it is difficult to ascertain definitely the effect of these laws upon the imports of Canadian wheat into France, but the following figures for December, 1929, and January, 1930, as compared to the imports for the previous year, will be of interest in this connection:—

	Total Imports Bushels	Entered for Consumption Bushels
December, 1928	2,820,465	1,313,793
December, 1929	825,731	336,974
Difference	1,994,734	976,819
January, 1929	1,872,604	1,799,713
January, 1930	305,581	313,158
Difference	1,567,023	1,486,655

The fact that the French Government saw fit to take such drastic legislative measures for the protection of domestic markets reflects the serious nature of the wheat situation in France, and the fact that the policy of facilitating exports will continue up until July 31 seems to indicate that the demand for foreign wheat is not likely to increase appreciably in the near future.

MARKET FOR CANNED GOODS IN NORWAY

FREDERICK H. PALMER, CANADIAN TRADE COMMISSIONER

Oslo, April 4, 1930.—Although Norway's geographical position is too far north to permit the production of fruit and vegetables in sufficient volume to provide a diet for these foods on the same scale as in Canada, for example, economic necessity has probably been responsible for their low consumption per capita. The usual diet does not call for these foods, to which considerable health importance is attached in Canada, but each year finds them in greater demand, and they must be imported. Since the necessity for such foods is not generally recognized, there is a tendency to regard them almost as luxuries, and heavy import duties are levied. Not only are these duties very high, but they are also levied on the weight of the immediate containers as well as on the contents.

The rates of duty levied are as follows:—

Commodity	Item No.	Duty Cents per Kg.
Canned fruits	198-5	16
Canned vegetables—		
(a) Asparagus, tomatoes, artichokes, peas	244-2a	16
(b) Others	244-2b	10
Canned fish—		
(a) Lobster, crayfish, etc.	111	20
(b) Sardines	114	14
(c) Salmon and other fish	112	8
Canned meat	113	14
Meat paste	117	19

To these rates are added a surtax of 50 per cent of the rate, and in the case of fruits, and even of high-priced fruits, the duty may exceed the c.i.f. values. Oslo harbour dues add another 2 per cent to the cost to the importers in this district.

This important fact forces importers to restrict purchases to the highest class of merchandise, a stipulation exporters must constantly bear in mind.

Detailed statistics have been published for the calendar years 1927 and 1928, but the imports are not deemed of sufficient importance to warrant mentioning the countries of origin. The condensed preliminary report of the trade for 1929 only specifies canned fruit. The imports of the more important divisions for the past three years follow:—

Year	Vegetables	Fruits	Meat Paste In Metric Tons	Fish	Meat
1927	161	308	65	15	211
1928	210	332	35	16	236
1929 . . . . .	...	380	...	...	...

CANNED MEATS

The decline in the imports of those canned meat products which might properly be included under the general heading "meat paste" is no doubt due to the continued development of a sound home industry. The two chief producers of these lines are themselves developing export business, and subsequent imports will probably have to be novelties or such specialties as pâté de foie-gras, chicken paste, etc.

The imports of canned meat such as corned beef also continue to decline. The domestic canners of such foods as small hams appear also to be meeting with success.

CANNED FISH

The market for canned fish is limited by the enormous fish-canning industry in Norway, and although no salmon is canned, and only a small supply of native

lobster is available, very small supplies of Canadian, United States and Japanese canned salmon, Canadian lobster, French sardines and Japanese crabs are imported. Most of the salmon imported is for re-export as ships' stores.

FRUITS AND VEGETABLES

Two well-known brands nationally advertised throughout North America enjoy the bulk of the trade in canned fruit and vegetables, and the practical monopoly one enjoyed until a year or so ago was based on an admirable maintenance of quality and the uniform excellence of their pineapple pack with which they introduced the line in 1919. It is everywhere conceded that the excellence of the pineapple facilitated the distribution of the other products sold by this company. A year ago advertising pressure was put behind the sales of the products of the other company, who also used canned pineapples as a leader. The application of shop-window displays, combined with newspaper and radio advertising to which the names of importers were linked, is undoubtedly achieving success, not altogether at the expense of the other leading brand, but in the direction of increasing and widening demand.

Quality, in view of the influence on the ultimate selling prices of the high customs duties, is regarded as the prime essential.

Pineapples, peaches and pears are the fruits most in demand, and white asparagus is the largest seller in the vegetable group. There is no demand for canned apples, and canned tomatoes are not yet fully appreciated.

Peas and beans can only be sold in small volume, in view of a preference for French packs, and of a large supply of cut beans preserved in salt locally.

Probably on account of the high duty, soup extracts and concentrates are more in demand than soup as ordinarily packed.

Holland supplies attractive packs of fruits and vegetables, but it is believed increased sales will require the advertising prerequisite.

DISTRIBUTION

As usual, the packers are represented by resident agents who collect orders from importers. The importers then re-sell as wholesalers to retailers or, in this line, also retail themselves. The importer arranges the passage of the goods through the customs. The practice of agents maintaining stocks on consignment has practically ceased. Stocks now arriving are usually the property of an importer, who may keep them in the local bonded warehouse until he requires the goods for distribution.

TERMS OF PAYMENT

Since most of the imports of canned fruits and vegetables originate in the United States, the bulk of the business in this line is arranged under the so-called "California agreement". This is to the effect that the draft attached to the bills of lading will be paid on first presentation, which generally means before the arrival of the goods, in which case the bank is authorized to deduct from the face value of the draft a discount of one per cent. Three days' grace for this privilege is usual. If the draft is not met at first presentation, the importer can take thirty days after the first presentation in which to make payment.

Sales to retailers are generally thirty days' net, but as usual, the standing of the customer and the character of his previous relations with the importing wholesaler render a fixed policy unnecessary, and varying scales and schedules of discounts and terms of payment are current.

PRICES

Retail prices for various canned goods per tin as supplied by a leading retailer were:—

		Kr.	\$
Pineapples, United States	2's	2.50	0.67
Pears, United States	2's	2.60	0.70
Peaches, United States	2's	2.40	0.64
Asparagus, United States	1 lb. 15 oz.	2.90	0.78
Asparagus, United States	1 lb.	2.30	0.62
Asparagus, United States	1's	1.50	0.40
Peas, Norwegian	2's	2.75	0.74
Peas, Norwegian	1's	1.60	0.43
Lobster, Canadian	Large	4.00	1.08
Lobster, Canadian	Medium	2.25	0.61
Lobster, Canadian	Small	1.25	0.34

LABELLING

With the outstanding exception of lobster and soup concentrates, it is usual to sell canned goods with the original labels of the packer. It is said that the lobster trade was in the hands of German merchants for so long that a label in English on such goods is not expected. No lobster has yet been seen the label of which was not in red or white, which did not feature a large crown as a brand, and which did not announce that the contents were all tails and claws. These labels are printed in Norwegian, and are put on by the importer; lobster is generally shipped in "bright" tins. It is understood that a prominent English packer and distributor of canned fish products is trying to introduce Canadian lobster packed under labels and brands of their own.

PURE FOOD CONTROL

All regulations regarding pure food seem to be based on a law passed in 1860, but since then several measures have been adopted to the end that only pure food properly labelled shall be offered to the public. Provision is made for investigation at any time of foods offered for sale with respect to purity and labelling. In view of these regulations, it is not deemed necessary to ask importers for any certificates of purity, etc., for canned fruits, vegetables or meats.

ECONOMIC SITUATION IN SCANDINAVIA

FREDERICK H. PALMER, CANADIAN TRADE COMMISSIONER

Oslo, April 15, 1930.—The poor demand for shipping is a depressing factor in the economic situation in Scandinavian countries, but its effect is felt most seriously in Norway, as 144 vessels of 532,000 tons are idle. This naturally affects the demand for seafaring labour. In Norway a spring somewhat earlier than usual, following an unusually open winter, finds the labour market (seafaring excepted) in good condition for this time of the year. At the end of March registered unemployment in Norway was 5 per cent lower than a year ago.

The Norwegian herring fisheries produced the largest catch on record this spring. The catch totalled 4,165,780 hectolitres as compared with 3,079,120 and 2,811,570 in 1929 and 1928 respectively. The codfish harvest seems to have been as large as in 1929.

To market a part of the herring catch in Russia, and also to facilitate production and sale of large export orders for woodworking machinery, special Government credits have been granted for long periods. The whaling season in the Antarctic was also successful, and refitting promises much profitable work this summer. The whale oil was disposed of at very good prices.

The timber industries of Norway and Sweden are feeling the effects of Russian competition, and the pulp and paper industries have slowed up somewhat in the absence of active buying, except in one or two well-organized branches such as in mechanical pulp and in greaseproof paper.

Hesitancy in the paper groups is attributed to the continued extensions being made to the period for negotiating new wage agreements in the Swedish industry. It has not yet been found possible to reach a settlement in this matter—a matter which affects some 40 mills and 14,000 employees.

Some Norwegian owners of forest lands have been feeling the pressure of Russian competition not only in the timber markets but in the demand from Norwegian pulp mills for pulpwood. This competition has prompted the organization of a new sulphate mill capitalized at 2,700,000 kr. (\$720,000) to produce 20,000 tons of dry pulp per year. The production of this pulp during 1929 amounted to 70,000 tons, the increase since 1913 being only 20,000 tons. In addition, the new company will produce 5,000 standards of dimension timber annually. Permission will be given to forest-owning subscribers to the stock issue to pay "in kind" for 50 per cent of their subscriptions, at the fixed rate of 12 kr. per cubic metre of timber delivered to the company.

UNEMPLOYMENT

Unemployment statistics in Denmark reflect the improvement in the general situation as compared with the same time in previous years, and the slight increase from 20·2 to 21·3 per cent of labour unemployed in January and February was due to the severe winter weather experienced in the latter month.

Building activity on a large scale is reported from all three countries.

COST OF LIVING

By March 15 the cost of living index in Norway had declined from 179 in December, 1929, to 176, including taxes. The index for foodstuffs also declined from 157 to 152. As the continuing decline in these indices is accompanied by a maintained improvement in the industrial situation, the employers and employees in the iron, railroad, and mining industries have agreed to waive the clause in their wage agreements which provides for wage adjustments if the index varies 6 points.

In Sweden the index for wholesale prices of raw materials declined still further from 126 at the first of the year to 122 at the end of February. The index for "all goods," which declined from 144 to 134 during 1929, declined still further to 128 by February 28.

In Denmark the wholesale index for March was 136 compared with 154 for March, 1929, and 148 and 151 for December, 1929 and 1928 respectively.

FOREIGN TRADE

The following table shows the trade of the three countries during the first two months of the year as compared with the imports and exports during the same period of 1929:—

	Norway		Sweden		Denmark	
	1929	1930	Values in 1,000 Kroner 1929	1930	1929	1930
Imports	148,968	159,067	209,556	263,097	222,396	287,806
Exports	114,109	121,958	186,862	211,336	230,695	268,391

BANKING AND FINANCE

Generally speaking, financial conditions in Scandinavia are fairly stable. The bank discount rates have moved in sympathy with London, with the Norwegian rate generally $\frac{1}{2}$ per cent higher. Currency remains practically at par, and note circulation fluctuates only with the legitimate demands of business; for example, it increases at the end of each month for dividend and other special requirements. The changes in the note circulation are as follows:—

	Norway	Sweden	Denmark
	(000,000 omitted)		
December 31, 1929	306	569	367.5
March 31, 1930	305	546	356.8

The general economic and financial situation the world over has affected the stock markets of Scandinavia. Business consequently has been sluggish, although lower money rates have stimulated some interest in stocks of the investment class. It is reported that Norwegian savings are being used to purchase foreign securities—an exodus of capital supposed to be prompted by fears regarding the outcome of state elections of this autumn.

STATE FINANCES

The state budgets of each of the three countries for the coming fiscal year also reflect improved conditions. In Norway progress is being made in reducing the national debt, and it is proposed to reduce the tax on company earnings not declared as dividends, and to reduce the customs duties on sugar and coffee. A reduction of 10 per cent in income tax is also provided for.

OIL BURNERS IN ARGENTINA

HARRIS W. BRIGHTON, ASSISTANT TRADE COMMISSIONER

Buenos Aires, April 10, 1930.—On account of the price of coal, which is all imported, the use of oil as a fuel is rapidly increasing in Argentina. Practically all of the recently built apartment houses and new office buildings are equipped with oil burners as part of their heating equipment. Due to the advancement in the general standard of living, people are beginning to utilize modern inventions for their personal comfort during the damp, cold winter months. As a result the heating of homes and other buildings is coming in for a greater amount of attention than in the past.

There are a number of imported oil burners on the market, but they are not listed separately in the import figures, and therefore no accurate idea of the actual number brought in can be obtained. In addition to these, others are manufactured locally. Up to the present practically all of the automatic burners have given considerable trouble. All grades of oil are found and refined in Argentina, but cost is ever uppermost in the people's minds and the oil used, especially in the larger buildings, is "residual." This oil costs about \$12 Canadian per ton, whereas the next higher grade, which works much more satisfactorily, costs about \$20. It has been found that if there is an engineer in charge of a battery of furnaces, who can keep his eye on the burners with a view to adjusting them should occasion arise, the majority of the burners will give more or less satisfaction burning this residual oil, but where there is no engineer and the burner is operated by an automatic control, considerable trouble results.

There is a market here for an oil burner which will handle this low-grade residual fuel, and the Canadian Trade Commissioner at Buenos Aires would appreciate hearing from any Canadian firm who manufacture such a burner. When writing, complete information should be given. That given to the salesman in Canada is what is required, so that an intelligent proposition can be placed before the prospective importer. C.i.f. Buenos Aires prices are essential, and when quoting it should be stated whether these include the agent's commission or not. Drawings of the unit, together with testimonials, are helpful; in fact, the former is necessary. The manufacturer should also state how he proposes to attend to the servicing. This is important. It is this argument which enables the local manufacturer to retain the preference that he now has over the imported burner, and in order to gain an entrance into this market a clearly defined policy should be decided upon at the beginning. With the above information the Trade Commissioner would be in a position to materially assist any Canadian manufacturer who is in a position to cater to this market.

ECONOMIC SITUATION IN SANTO DOMINGO

JAMES CORMACK, CANADIAN TRADE COMMISSIONER

Havana, Cuba, April 15, 1930.—At the present time the economic situation in the Dominican Republic is closely allied with the political situation. In the earlier part of this year, a revolution, more or less bloodless, took place, and at the present time the revolutionary party are in power. On May 15 the elections for the new President take place, and it is anticipated that, even should the result be decisive, the new Government will have considerable difficulty in finding the necessary revenue to maintain the country's solvency at the present rate of expenditure. The whole system of merchandising in the republic has been built up on credit, and under present conditions very little credit is being granted and little business transacted. Revenues, which are largely obtained from taxes on imports, will thus continue to fall.

The situation with regard to the Government finances is best shown in the following manifesto of the Secretary of State, which was given out to the press for publication on March 29.

According to the report of the Secretary of the Treasury Department, the income from January 1 to March 15, 1930, was:—

Internal revenue	\$ 826,366 03
Balance of the customs collections.. . . .	316,000 00
	<hr/>
	\$1,142,366 03
Less vouchers for 1929, paid with 1930 income	363,000 00
	<hr/>
Total	\$ 779,366 03

The charges for the same period, including payments and obligations contracted, are:—

Salaries	\$ 897,000 00
General expenses	375,000 00
	<hr/>
	\$1,272,000 00

Obligations contracted from 1929 budget of State—

Vouchers at the Comptroller and Auditor-General's office, waiting authorization of payment, approximately	\$ 100,000 00
Vouchers held by different Departments of the Administration pending settlement as appropriations were exhausted	350,000 00
	<hr/>
Total	\$1,722,000 00

Deficit as at March 15, 1930	\$ 942,633 97
Estimated deficit at December 31, 1930	\$ 770,000 00

The balance of the customs collection will gradually decrease, as on March 20 the Customs must begin to pay \$84,166.66 in amortization of the \$10,000,000 loan, and this amount will be duplicated in and after the month of August, to the amount of \$168,233.32 monthly, until reduced.

The President thinks it is proper for his countrymen to know the difficult situation which the nation has to face.

Furthermore, in spite of the reductions already made and those which will occur, it seems that the deficit will gradually and systematically increase. The Government will, however, take necessary steps to do away with all possible causes for this deficit.

Economically, however, the republic is fundamentally sound: the land is very fertile and the climate and labour conditions on the whole conducive to the cheap production of crops. The country is almost wholly agricultural, but in common with other countries to-day, efforts are being made by the use of the tariff to establish and protect some local industries.

(A detailed report on the Dominican Republic was published in *Commercial Intelligence Journal* No. 1297: December 8, 1928.)

MARKET IN VENEZUELA FOR POTATOES

J. A. STRONG, CANADIAN TRADE COMMISSIONER

[1 bolivar = 0.193 cents United States]

Panama City, April 14, 1930.—The domestic production of potatoes and products which are substituted for potatoes in Venezuela is undoubtedly very considerable, although figures covering this production are not available. Imported potatoes, however, are in demand and regular shipments are made to La Guiara for Caracas, and to Maracaibo, the two principal consuming centres, from both the United States and Holland, as well as from Great Britain and Germany in smaller quantities.

IMPORTS

Imports of potatoes into Venezuela during 1926, 1927, and 1928 (latest figures available) were as follows:—

	1926	Kg.	Bolivars
United States.....		881,074	293,475
Holland		1,789,762	332,377
Total		3,147,587	751,136
	1927		
United States		1,254,343	343,221
Holland		2,270,897	378,555
Total		3,861,407	824,523
	1928		
United States		2,909,911	664,678
Holland		2,814,879	441,682
Great Britain .....		.....	21,377
Total		6,218,559	1,271,662

NOTE.—Figures of imports from Holland and the United States are for the main ports only.

Imports through the port of La Guiara for the Caracas market in 1927 and 1928 were as follows:—

	1927		1928	
	Kg.	Bolivars	Kg.	Bolivars
United States	732,901	162,491	1,621,018	323,484
Holland	1,846,695	310,460	2,311,031	468,295
Total	2,579,596	472,951	3,932,049	791,779

Imports to Maracaibo during 1927 and 1928 were as follows:—

	1927		1928	
	Kg.	Bolivars	Kg.	Bolivars
United States	467,643	171,550	1,056,122	299,698
Holland	180,369	34,680	27,824	5,084
Total	648,012	206,230	1,083,946	304,782

United States exports of potatoes to Venezuela in 1927 and 1928 amounted to 41,693 bushels valued at \$61,389 and 104,051 bushels valued at \$114,347 respectively.

TARIFF

The customs duty on potatoes imported into Venezuela is 5 cents Venezuelan (1 cent Canadian) per kilo gross weight plus a surcharge of 50 per cent of the duty.

SEED POTATOES

It would appear that little interest is being taken in improving the quality and yield of locally grown potatoes through the use of imported seed. However, seed is imported both from Great Britain (Irish) and the United States. The best known English brands for seed are the "Up-to-Date" and the "Carter." Seed from the United States is shipped in 50-kilo crates. A health certificate signed by a recognized authority must accompany all shipments both for seed and consumption.

GRADES

The grades in demand from the United States are No. 1 and No. 2 (large and medium sizes) mixed, 50 per cent each grade. Dutch potatoes shipped to this market are small, round potatoes. A white potato is preferred.

PACKAGES

Dutch potatoes are shipped in open crates of 23 kg. net or 25 kg. gross. Potatoes are also received in barrels of 165 pounds net. Current prices for Dutch potatoes in Maracaibo are around \$1.60 United States per crate c.i.f.

SHIPPING ROUTE

Shipments from Canada would have to be made via New York. The Dutch Line and the Red "D" Line offer a regular service to both Maracaibo and La Guaira from New York. Due to lack of adequate cold storage facilities in these ports, shipments would have to be made regularly at frequent intervals.

METHOD OF SALES

Shipments should not be made on consignment. Sales are made either direct to importers or through a commission agent. The usual commission is 15 cents per barrel.

DOCUMENTS

A leaflet covering "Venezuelan Shipping Formalities" is published by the Department of Trade and Commerce, Ottawa, and is available on application.

OUTLOOK

Canadian shippers in order to obtain a share of the trade in potatoes for Venezuela must be able to effect transshipments satisfactorily at New York and be in a position to make regular shipments since the potatoes cannot be held for any length of time at destination. In addition, firms must grant credit, usually thirty to sixty days' sight terms. In the case of seed, it is suggested that shippers interested should communicate with the agent whose name is on file in Department of Trade and Commerce, Ottawa.

See Trade Inquiries Nos. 458-461 on page 717 of this issue.

JAPANESE MARKET FOR MEN'S FELT HATS

P. V. McLANE, ASSISTANT TRADE COMMISSIONER

Kobe, April 10, 1930.—There is a moderate demand for foreign hats in Japan. They are considered to be better in quality and style, and to be better-wearing, and thus command a fair market in this country in spite of the competition of Japanese hats, which are sold at \$1.25 to \$4 each. The predominant taste of both younger people and older people in this country is for light brown, light grey, dark grey, and dark brown, though hats of all other shades are sold. As a rule, Japanese like to wear a lighter-coloured hat in spring and autumn months, when the weather is generally fair. The standard size of the Japanese hats is $6\frac{7}{8}$ inches. The sizes of the hats being manufactured and sold in this market are from $6\frac{5}{8}$, the smallest, to $7\frac{1}{4}$, the largest. The people of this country, except the students, usually begin to wear a hat when they are from 18 to 20 years of age.

The hats most in demand are made with a brim varying from $2\frac{1}{4}$ to $2\frac{1}{2}$ inches with a crown from $5\frac{3}{8}$ to $5\frac{1}{2}$ inches in height. In general, the crown is made of softer material than the brim. About 30 per cent of the hats are made with turned edge and wide binding, while the rest are cut edge.

METHODS OF MARKETING

Sample fairs of hats are held once or twice a year in Osaka and Tokyo by agents or representatives of foreign hat manufacturers. When these fairs are held, invitations are sent to the large hat merchants and department store buyers. Samples and price lists are studied and particulars of finish, style, colour, etc., are decided on. The samples exhibited usually consist of at least a dozen finished hats, together with samples of leather, ribbons, and different-coloured felt. These sample fairs are held in Osaka during October for the winter and spring orders and during January for summer orders. Most of the foreign hat manufacturers selling in this market send a representative, but if this is not done, their agent holds a show of his own. Any Canadian firm wishing to enter this market must be prepared to send the necessary samples and to make hats suitable for the trade here; orders must be executed exactly to specification and samples, and must reach this market at the time specified. Otherwise, if they do not arrive in time for the winter and spring or the summer sales, the Japanese agents will have difficulty in disposing of the whole order and a carryover will be necessary. The best agent is one who has connection with the wholesale trade, and who can thus place the hats before the largest number of dealers and retailers such as the department stores and small hat stores.

PRICES

The leading Japanese hat manufacturing companies are Tokyo Seibo K.K. (Tokyo Hat Manufacturing Company), the Takahashi Seibo K.K., Messrs. Yoshiyasu Shoten, and the Teikoku Seibo K.K. The prices of the hats produced by these companies are from \$1.25 to \$4 retail. Of these the so-called wool are from \$1.25 to \$2.25; the others made of rabbit wool imported from New Zealand are from \$3.25 to \$4.25. Japanese production of hats is not large; the exact figures are not ascertainable. Finish generally is poorer than that of foreign hats, and it has been found difficult for the industry to turn out good colours. One hat dealer stated that a large number of the domestic-made hats were manufactured from imported hat bodies and only turned and finished here.

The approximate wholesale prices of the foreign hats in this market are: English hats, from \$45 to \$60 per dozen, depending on the make, while American hats, which have a large sale, vary from \$82.50 to \$102.50 per dozen. Some European velour hats are also sold here and range from \$35 to \$55. Retail prices range from \$5.50 to \$10 each. Due to the appreciation of the yen during the last six months, it is felt, however, that there will be a reduction in the price of foreign hats during the next season.

MARKET FOR RADIO EQUIPMENT IN CENTRAL AND NORTH CHINA

L. M. COSGRAVE, CANADIAN TRADE COMMISSIONER

Shanghai, April 11, 1930.—Inquiries have reached the Shanghai office during the past few months regarding the possibility of marketing radio equipment in this territory, and investigations in regard thereto disclose a somewhat difficult situation.

Though there is an increasing interest in the use of radio equipment throughout the better educated part of the population, the restrictions placed upon importation by local Government authorities are so complicated and so inelastic that it has been impossible to organize the supply, distribution, and maintenance along the lines so well known in all Western countries.

The Nationalist Government have not encouraged the development of radio, due chiefly to their desire to prevent such means of communication reaching the quasi-military organizations which form part of rebellious communities. Prior to February, 1929, all radio apparatus was contraband, though considerable equipment was imported as electric supplies and assembled in China.

From February to May of 1929 the embargo on assembled equipment was lifted and it entered under a recognized duty of $12\frac{1}{2}$ per cent. During the latter month, however, an embargo was again imposed upon radio material, though regulations were promulgated enabling importers to enter equipment by securing special permits known as "huchaos," provided these firms could guarantee that it would not be used for military purposes and the name of the eventual user notified to the authorities. These regulations have been subject to numerous changes, which have tended to discourage expansion of this market by leading importers.

In view, however, of the continued installations of broadcasting stations throughout China, it is now believed that the embargo on radio material of the type used for purely entertainment and educational purposes will again be raised shortly, though transmitting equipment and apparatus for army and navy use will, it is felt, remain under the present embargo.

DIFFICULTIES OF MARKET

A typical example of the difficulties of handling radio is that of a well-known American company who, up until quite recently, carried one of the largest and most complete stocks of apparatus in China, and also maintained an extensive broadcasting station in Shanghai which gave a varied program, but owing to the restrictions placed upon importation, added to the fact that the rapid development of radio in the past few years caused much of their stock on hand to become obsolescent, they have found it necessary to make their radio business a secondary consideration, have discontinued carrying stocks, and have closed down their broadcasting station as sales of equipment were insufficient to make it a paying proposition.

In addition, a number of small Chinese companies have begun the manufacture of radio parts, including receivers and small transmitters for ship and portable use, which they are able to place on the market at a reduction of some 50 per cent of the delivered Shanghai cost of American transmitters. European manufacturers, even with their low manufacturing costs, have not offered effective competition and the same applies to those of Japan.

One of the chief difficulties in the way of rapid expansion of broadcasting stations is the number of dialects spoken in China, which restricts the audiences, but the Nationalist Government feel that eventually the linking-up of broadcasting stations will prove an effective educational medium.

BROADCASTING STATIONS

At the present time there are nine broadcasting stations in China, of which Shanghai possesses three small stations, one of 5-watts and two of 50-watts, the broadcasting radius being limited to the immediate district. The Nationalist Government at Nanking now operate a 500-watt station, recently installed by German suppliers. Hangchow, the capital of Chekiang province, which includes part of Shanghai, operates a 500-watt station, with an established program of entertainment and education. Canton also recently inaugurated a 500-watt station, and Yunnanfu (the capital of the most southerly province of China) is also installing a 250-watt station designed to link up with Canton for South China. In the north, Tientsin operates a 500-watt station, and Mukden and Harbin also operate modern stations. The Manchurian authorities have lent more encouragement to the development of radio than those in any other part of China, and as a result rapid development is expected in that area.

THE COMPETITIVE SITUATION

Due to the present depression in radio business in both North America and Europe, many manufacturers are looking to the Far East as an outlet for their over-production. European quotations recently submitted to this market are of such a nature that it is not considered advisable to attempt competition from Canada. A typical example of this situation is the recent purchase by the Nationalist Government of an additional broadcasting station from Europe. At the time the tenders were opened, a European concern submitted the highest of three tenders, but rather than lose the contract, the tender was reduced by some \$50,000, provided certain concessions were granted covering the importation of receiving sets. This concession was granted in the form of a refund on duty paid for such receivers, and, as a result, the European company proposed to import several thousand sets in preparation for the opening of the new station, which will take place by the end of 1930. Though this situation will affect the imports from other countries, it is considered that distribution of these sets will stimulate the sale of radio equipment as a whole and result in more satisfactory regulations which will benefit all importers.

Receivers operating from electric light current are not looked upon with favour in the interior of China, chiefly due to the lack of electricity in numerous cities and the high fluctuation of electric current in those areas equipped with power stations. It is therefore necessary to employ battery sets. Manufacturers who have adopted the electric-light-operated receiver cannot therefore be considered as serious competitors in the China market.

It is estimated by the larger importers of radio equipment that the demand for receivers of the battery-operated type will amount to as high as 90 per cent of the total receivers sold. Manufacturers of equipment interested in this territory should bear this situation in mind.

Though the foregoing comments on the present situation are not encouraging, with more normal conditions throughout this vast territory, combined with the growing realization of the value of radio as an educational and entertainment medium by the national and provincial governments, China should eventually offer a good market for radio apparatus of all kinds.

BRITISH MERCHANDISE MARKS ACT

All imported roofing slates sold or exposed for sale in the United Kingdom on or after June 28, 1930, must bear an indication of origin, applied to each slate by stamping, stencilling or otherwise painting.

Draft orders now laid before Parliament will, if adopted, put into force the recommendations formerly adopted regarding the marking of strap butts and machinery belting with indication of origin.

Another draft order proposes to make compulsory the marking of imported tiles of earth or clay, refractory bricks, etc., with an indication of origin.

The Merchandise Marks Committee have reported in favour of the marking of imported wall and ceiling papers with an indication of origin. The form of marking to be adopted is once every 21 inches on the selvedge; or, where the paper has no selvedge, by means of a label attached to the goods. The committee recommend that the marking obligation shall be imposed at the time of sale or exposure for sale and not at the time of importation. It is further recommended that the proposed order shall come into force on September 1 or three months after the date of the making of the order, whichever is the later date.

SUMMARY OF THE TRADE OF CANADA: MONTH AND TWELVE MONTHS ENDING MARCH, 1930

(Compiled by External Trade Branch, Dominion Bureau of Statistics)

Main Groups	Month of March, 1930			Twelve Months ending March, 1930		
	Total Imports	From United Kingdom	From United States	Total Imports	From United Kingdom	From United States
<i>Imports for Consumption</i>	\$	\$	\$	\$	\$	\$
Agricultural and Vegetable Products.....	19,457,938	4,010,925	9,736,205	227,048,817	51,279,282	98,767,901
Animals and Animal Products..	8,726,057	408,806	3,965,527	69,853,833	5,288,528	37,392,622
Fibres, Textiles and Textile Products.....	18,071,316	6,638,004	7,278,096	185,241,252	68,243,821	71,997,597
Wood, Wood Products and Paper	5,516,241	417,596	4,801,013	60,951,077	5,250,702	51,736,243
Iron and its Products.....	31,479,639	1,736,317	28,810,462	316,878,627	21,638,363	284,165,760
Non-Ferrous Metals and their Products.....	7,442,336	790,081	6,330,717	87,950,252	7,504,415	73,738,731
Non-Metallic Minerals and their Products.....	12,665,526	1,057,145	10,571,142	186,496,388	13,601,753	149,293,985
Chemicals and Allied Products..	3,669,418	411,593	2,735,621	39,907,503	5,428,765	26,984,916
Miscellaneous Commodities.....	5,997,055	840,219	4,532,213	73,945,833	10,942,527	53,388,324
Total imports, 1930.....	113,025,526	16,310,686	78,760,996	1,248,273,582	189,178,156	847,466,079
1929.....	135,328,818	17,400,070	100,490,613	1,265,679,091	194,041,381	868,012,229
1928.....	120,454,685	17,912,125	82,685,339	1,108,956,466	186,435,824	718,896,270
	Total Exports	To United Kingdom	To United States	Total Exports	To United Kingdom	To United States
<i>Exports (Canadian Produce)</i>	\$	\$	\$	\$	\$	\$
Agricultural and Vegetable Products.....	27,931,185	9,274,247	3,493,924	384,635,751	186,521,591	48,626,508
Animals and Animal Products..	8,117,257	2,188,056	4,157,359	133,009,145	40,673,780	66,894,165
Fibres, Textiles and Textile Products.....	618,838	64,101	224,686	9,066,226	976,568	3,961,130
Wood, Wood Products and Paper	25,730,352	1,781,276	20,417,188	289,566,675	21,542,393	237,577,203
Iron and Its Products.....	6,358,243	644,007	1,004,980	78,589,580	6,848,000	11,635,491
Non-Ferrous Metals and their Products.....	14,449,685	1,820,138	10,012,633	154,319,429	15,404,363	101,728,976
Non-Metallic Minerals and their Products.....	1,917,185	154,582	1,357,729	28,545,096	1,952,156	18,662,256
Chemicals and Allied Products..	2,549,270	481,415	1,622,836	22,468,462	4,888,740	12,535,510
Miscellaneous Commodities.....	1,923,302	459,921	1,039,363	20,057,938	3,030,584	13,336,314
Totals, 1930.....	89,595,317	16,867,743	43,330,698	1,120,258,302	281,838,175	514,957,553
1929.....	114,763,270	20,365,865	50,010,540	1,363,709,672	429,730,485	499,612,145
1928.....	106,974,564	25,924,774	44,907,133	1,228,349,343	410,691,392	478,145,383
<i>Exports (Foreign Produce)</i>						
Totals, 1930.....	2,097,074	104,710	1,861,255	24,679,768	1,336,380	21,654,397
1929.....	2,757,260	224,448	2,372,287	25,186,403	1,930,456	21,654,942
1928.....	2,172,186	144,227	1,870,623	22,248,691	2,071,961	18,640,873
<i>Excess of imports (i) or all Exports (e)</i>						
1930.....	(i) 21,333,135	(e) 661,767	(i) 33,569,043	(i) 103,335,512	(e) 93,996,399	(i) 310,854,129
1929.....	(i) 17,808,288	(e) 3,190,243	(i) 48,107,786	(e) 123,216,984	(e) 237,619,560	(i) 346,745,142
1928.....	(i) 11,307,935	(e) 8,156,876	(i) 35,907,583	(e) 141,641,568	(e) 226,327,529	(i) 222,110,014

TRINIDAD INCREASES DUTIES ON REFINED SUGAR IMPORTS

Mr. R. T. Young, Canadian Trade Commissioner in Trinidad, writes under date April 5, 1930, that the Trinidad Legislative Council adopted unanimously on April 4 a resolution to increase the duties on refined sugar from 2s. to 4s. per 100 pounds British preferential tariff, and from 4s. to 8s. per 100 pounds general tariff (see *Commercial Intelligence Journal* No. 1367, April 12, 1930).

The increases have been made on the representations of the local sugar manufacturers' association. It is affirmed that imported refined sugar is made from Cuban and other foreign sugars which are granted full duty drawback, placing the overseas refiners in a position to quote such low prices as to compete with the local manufacturers in the colony, and has prevented yellow crystals from obtaining the price that could be obtained in the United Kingdom. Furthermore, the association recommended that the Government should take steps to prevent foreign sugar being dumped in the local markets. These steps

SOUTH AFRICAN TARIFF CHANGES

C. S. BISSETT, CANADIAN TRADE COMMISSIONER

Cape Town, March 28, 1930.—Various changes in the customs tariff of South Africa were proposed in the budget speech of March 26, 1930. The only increases in rates of duty which are of particular importance to Canada are those on wheat and flour which have already been published in *Commercial Intelligence Journal* No. 1365 (March 29, page 482), and a variable method of assessing duty on doors, published in the following issue, page 522.

The necessity for the imposition of increased duties on wheat and flour was explained in the article entitled "South African Restriction of Wheat Imports" published in *Commercial Intelligence Journal* No. 1369 (April 26, page 619). A restatement of the new wheat and flour duties will be convenient for ready reference.

Up to January 21, 1930, the duty on wheat was 1s. 5d. per 100 pounds minimum rate and 1s. 7d. per 100 pounds maximum, and on flour $\frac{3}{4}$ d. minimum and $\frac{3}{4}$ d. maximum. The minimum rate in each case applies to Canada. On that date these duties were raised by 7d. and 8d. respectively, the new duties being: wheat, 2s. minimum, 2s. 2d. maximum; and flour, 4s. minimum, 4s. 4d. maximum.

On March 19, further increases of 6d. on wheat and 1s. 4d. on flour were announced to be effective immediately. The 6d. increase on wheat is temporary only, as it will automatically be lifted on July 1, 1930, and will thereafter operate as a suspended duty to be reimposed by proclamation in the discretion of the Government. The 1s. 4d. increase on flour is permanent to the amount of 8d. and temporary to the amount of 8d. This latter amount of 8d. will also be automatically lifted on July 1, 1930, and will also operate thereafter as a suspended duty. The reimposition of these suspended duties will depend upon the amount of South African wheat still available and upon the landed cost of imported wheat.

The present duties on wheat and flour are therefore: wheat, 2s. 6d. minimum, 2s. 8d. maximum up to June 30, 1930, and thereafter 2s. minimum, 2s. 2d. maximum, plus a suspended duty of 6d. per 100 pounds; flour, 5s. 4d. minimum, 5s. 8d. maximum up to June 30, 1930, and thereafter 4s. 8d. minimum, 5s. maximum plus a suspended duty of 8d. per 100 pounds.

It is not expected that the increased duty on wheat will adversely affect the import of Canadian wheat as this is required for blending, but flour will undoubtedly be adversely affected as the proportionate duty increase is considerably greater.

The basis of duty assessment on doors has been changed from the old single duty of 25 per cent ad valorem to an alternative one of 25 per cent ad valorem of 3s. 6d. each, whichever duty is greater. This will not likely affect Canadian doors, as in order that the specific duty be applicable it presupposes a f.o.b. steamer price of less than 14s. per door, and most Canadian doors are quoted at a price above that figure. Doors of American manufacture are, however, likely to feel the new duty somewhat. This change applies to all joinery including window frames, sills and sashes, casements, staircases, doors and lintels, mouldings and wooden frameworks of houses.

In addition to the above, other duty increases have been imposed on maize and maize foods; bottled and canned fruits and candied peels; dates and dried fruits; peas, beans and lentils dried and ground; salt; starch; certain items of men's ready-made clothing; certain parts for the manufacture of miners' acetylene lamps; moving picture films.

All increases of duty take effect on and after March 26, 1930.

DECREASES

The proposed decreases are few in number and are of no importance to Canada. They cover the following articles: Braille typewriters; cod liver oil; cotton ham wrappers; granulated cork dust; milk cans over 5 gallons capacity; paper cups for ice cream and waxed drinking cups; bone phosphate; road rollers; trailers and chassis.

In addition, special reductions in duty are proposed on certain items to registered manufacturers in certain industries. To the rope and twine industry, acetic acid is placed on the free list as against the old duty of 1s. 6d. per gallon, plus 4d. for each 1 per cent by weight of acetic acid in excess of 6 per cent. Solid drawn weldless steel tubing of a diameter not exceeding 1 inch is also placed on the free list when it is imported for the manufacture of rock drill spares and hose menders. The previous duty was 20 per cent ad valorem.

Other restricted decreases affect linseed oil; shaper moulds for making picks; potassium chloride.

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING MAY 5

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending May 5, 1930, with the official bank rate. Quotations for the week ending April 28, 1930, are also given for the sake of comparison.

Country	Unit	Parity	Nominal Quotations in Montreal Week ending April 28	Nominal Quotations in Montreal Week ending May 5	Official Bank Rate
Austria	Schilling	.1407	\$.1426	\$.1430	6
Belgium	Belga	.1390	.1397	.1400	3
Bulgaria	Lev	.0072	.0072	.0072	10
Czechoslovakia	Krone	.0296	.0296	.0297	5
Denmark	Krone	.2680	.2680	.2687	4
Finland	Markka	.0252	.0252	.0252	6½
France	Franc	.0392	.0392	.0393	2½
Germany	Reichsmark	.2382	.2389	.2396	5
Great Britain	Pound	4.8666	4.8664	4.8794	3
Greece	Drachma	.0130	.0130	.0130	9
Holland	Guilder	.4020	.4029	.4040	3
Hungary	Pengo	.1749	.1751	.1756	6
Italy	Lira	.0526	.0524	.0526	6
Jugo-Slavia	Dinar	.1930	.0177	.0177	5½
Norway	Krone	.2680	.2680	.2687	4½
Portugal	Escudo	1.0805	.0450	.0451	8
Roumania	Leu	.0060	.0060	.0060	9
Spain	Peseta	.1246	.1246	.1241	5½
Sweden	Krona	.2680	.2691	.2696	3½
Switzerland	Franc	.1930	.1940	.1945	3
United States	Dollar	1.00	1.0009	1.0037	3
Argentina	Peso (Paper)	.4244	.3903	.3889	—
Brazil	Milreis	.1196	.1191	.1191	—
Chile	Peso	.1217	.1211	.1214	6
Colombia	Peso	.9733	.9684	.9711	9
Mexico	Peso	.4985	.4569	.4780	6-7
Peru	Sol	.40	.4003	.4015	7
Venezuela	Bolivar	.1930	.1926	.1932	—
Uruguay	Peso	1.0342	.9275	.9259	—
Cuba	Peso	1.0000	.9993	.9993	—
Hongkong	Mex. Dollar	. . . . .	.3735	.3746	—
India	Ruppee	.3650	.3640	.3638	6
Japan	Yen	.4985	.4939	.4956	5.48
Java	Guilder	.4020	.4028	.4040	4½
Shanghai	Tael	. . . . .	.4716	.4705	—
Siam	Baht (Tical)	.4424	.4529	.4541	—
Straits Settlements	Dollar	.5678	.5623	.5639	—
British Guiana	\$. }	1.0000	1.00½—1.01½	1.01—1.02	—
Barbados	\$. }	1.0000	1.00½—1.01½	1.01—1.02	—
Trinidad	\$. }	1.0000	1.00½—1.01½	1.01—1.02	—
Jamaica	Pound	4.8666	. . . . .	4.8782	—
Other British West Indies	\$. }	1.013	1.00½—1.01½	1.00½—1.02½	—
Martinique	Franc	.0392	.0392	.0393	—
Guadeloupe	Franc	.0392	.0392	.0393	—

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT KINGSTON, BELLEVILLE, PETERBOROUGH, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.); AND THE MARITIME PROVINCES TRADE COMMISSION, TORONTO.

Canadian exporters should, for follow-up purposes, send a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which it emanated.

Foodstuffs

456. POTATOES.—Commission agent in Bogota, Colombia, wishes to handle seed potatoes on commission basis. Quotations c.i.f. Barranquilla.

457. POTATOES.—Commission agent in Caracas, Venezuela, wishes to handle seed potatoes on commission basis. Quotations c.i.f. La Guaira.

458, 459, 460 and 461. POTATOES.—Four commission agents in Maracaibo wish to represent shippers of potatoes. Quotations c.i.f. Maracaibo.

462. POTATOES.—Importer in Curacao, Dutch West Indies, wishes to buy potatoes direct. Quotations c.i.f. Curacao.

463. POTATOES.—Importer and commission agent in Curacao, Dutch West Indies, is desirous of representing shippers of potatoes. Quotations c.i.f. Curacao.

464. FLOUR.—Firm of commission agents in Athens desire to get in touch with Canadian exporters of wheat flour.

Miscellaneous

465. ENAMELLED WARE.—Commission agent in Bogota, with branches throughout Colombia, wishes to hear from a Canadian manufacturer of enamelled kitchenware.

466. MEN'S SOCKS.—Dutch wholesaler and commission agent desires samples and quotations, preferably c.i.f. Dutch port, on men's heavy socks of cotton-wool mixture.

467. DRIVING GAUNTLETS.—Dutch firm requires samples and quotations, preferably c.i.f. Dutch port, on driving gauntlets.

468. SPORTING GOODS.—Representative in Milan would like to import various sporting goods, such as skis, skates, and golf clubs.

469. MINERAL OILS.—Agent in Catania is interested in the importation of mineral oils, lubricating and combustible.

470. MINERAL OILS.—Representative in Milan wishes Canadian connections for mineral oils, lubricating and combustible.

471. WOODPULP SULPHITE.—Milan agent with good connections desires to have quotations on woodpulp sulphite (bleached and unbleached) for paper making.

472. HORNS.—An agent in Milan desires quotations per cwt. c.i.f. Genoa for horns for the manufacture of combs.

473. SEWER PIPE.—Quotations desired on approximately 100,000 feet of sewer pipe for Panama. Prices c.i.f. Balboa.

474. MACHINES.—Dutch firm desire to be put in touch with Canadian manufacturers of machinery for automatically affixing coloured paper panels to colour cards. Fullest particulars, illustrations, etc., should be submitted. Sample of card on file.

475. ROAD-MAKING MACHINERY.—Three firms in Buenos Aires are interested in obtaining exclusive representation of Canadian firms manufacturing road-making machinery. Send catalogues and prices c.i.f. Buenos Aires to Canadian Trade Commissioner, B. Mitre 430, Buenos Aires.

476. CEMENT-MIXING MACHINERY.—British importing house in Buenos Aires is desirous of obtaining the representation of a Canadian factory manufacturing cement-mixing machinery. Large sizes particularly in demand. Send catalogues and prices c.i.f. Buenos Aires to Canadian Trade Commissioner, B. Mitre 430, Buenos Aires.

477. PAVING FINISHERS.—Firm in Buenos Aires are anxious to obtain an agency for the sale of paving finishers. Send catalogues and prices c.i.f. Buenos Aires to Canadian Trade Commissioner, B. Mitre 430, Buenos Aires.

478. MARINE ENGINES.—A firm in Holland desire to be put in touch with Canadian manufacturers of marine engines for instalment in pleasure motor boats. Engines should be of the 4- or 6-cylinder type.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Montreal

To Antwerp.—Montrose, May 22; Beaverville, May 23; Metagama, June 5; Beaverhill, June 6—all Canadian Pacific; Grey County, May 20; Brant County, June 3—both County Line.

To Avonmouth.—Kastalia, May 16; Salacia, June 14—both Anchor-Donaldson; Oranian, Dominion Line, May 31.

To Belfast and Dublin.—Melmore Head, May 15; Carrigan Head, June 17—both Head Line (cargo accepted for Londonderry and Cork).

To Cardiff.—Kastalia, Anchor-Donaldson, May 16; Oranian, Dominion Line, May 31.

To Glasgow.—Melita, May 17 and June 11; Minnedosa, May 28—both Canadian Pacific; Letitia, May 15 and June 13; Athenia, May 30; Moveria, June 6—all Anchor-Donaldson.

To Liverpool.—Duchess of York, May 16 and June 13; Duchess of Athol, May 23; Duchess of Richmond, May 30; Duchess of Bedford, June 6; Montcalm, June 14—all Canadian Pacific; Andania, May 23; Antonia, June 6—both Cunard Line; Albertic, May 24; Laurentic, May 31; Doric, June 14—all White Star Line.

To London.—Beaverburn, May 16; Beaverville, May 23; Beaverbrae, May 30; Beaverhill, June 6; Beaverford, June 13—all Canadian Pacific; Ausonia, May 15 and June 13; Aurania, May 23; Ascania, May 30; Alaunia, June 6—all Cunard Line; Megantic, May 16 and June 13; Calgaric, May 30—both White Star Line.

To Manchester.—Manchester Producer, May 15; Manchester Commerce, May 22; Manchester Citizen, May 29; Manchester Division, June 5; Manchester Brigade, June 12—all Manchester Line.

To Newcastle and Leith.—Cairnmona (also calls at Dundee), May 16; Cairnross, May 23; Cairnglen, May 30—all Cairn-Thomson Line.

To Southampton.—Montcalm, May 15; Montclare, May 29—both Canadian Pacific; Megantic, May 16 and June 13; Calgaric, May 30—both White Star Line.

To Swansea.—Kastalia, May 16; Salacia, June 14—both Anchor-Donaldson; Oranian, Dominion Line, May 31.

To Havre.—Grey County, May 20; Brant County, June 3—both County Line.

To Italian Ports.—Valprato, May 12; Valleruce, May 15; Valfiorita, June 7—all Lloyd Mediterraneo Italian Service.

To Hamburg.—Montcalm, May 15; Beaverburn, May 16; Montclare, May 29; Beaverbrae, May 30; Beaverford, June 13—all Canadian Pacific; Kent County, May 16; Emden, May 30; Kings County, June 13—all County-Hamburg American Line; Crefeld, May 24; Koeln, June 14—both North German Lloyd.

To Bremen.—Crefeld, May 24; Koeln, June 14—both North German Lloyd.

To Rotterdam.—Labelle County, May 22; Hada County, June 4—both County Line.

To Copenhagen and Baltic Ports.—Gorm, Scandinavian-American Line, May 17.

To Bermuda, Santo Domingo, Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, Barbados, Grenada, Trinidad and Demerara.—Champlain, May 17; Colborne, May 31—both Canadian National.

To Hamilton, Nassau, Kingston and Belize.—Cathcart (freight to Kingston only), May 16; Lady Rodney, May 23; Cavalier (freight to Kingston only), May 30—all Canadian National.

To Bermuda, St. Kitts, Antigua, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo.—Spica, May 16; Tyrifjord, May 30; Manhem, June 13—all Ocean Dominion SS. Corp.

To Australian Ports.—Rio Blanco, New Zealand SS., May 15 (also calls at Geelong); Canadian Scottish, Canadian National, May 30.

To New Zealand Ports.—Canadian Challenger, Canadian National, May 23.

To South African Ports.—Calgary (also calls at West African ports), Elder Dempster Line, May 25.

To South American Ports.—Canadian Skirmisher, Canadian National, May 20.

To St. Pierre-Miquelon and St. John's, Nfld.—Cabot Tower, May 20 and June 12; a steamer, May 29—both Newfoundland-Canada SS. Ltd.; Imogene, May 16; Rosalind, May 23—both Furness-Red Cross Line (also call at Charlottetown).

To Cornerbrook, Nfld.—New Northland, May 14 and 28 and June 13; North Voyageur, May 19 and June 2—both Clarke SS. Co.

From Charlottetown

To St. Pierre-Miquelon and St. John's, Nfld.—Sollund, Newfoundland-Canada SS. Ltd., May 26 and June 9.

From Quebec

To *Southampton*.—Empress of France, May 14 and June 4; Empress of Australia, May 21 and June 11; Empress of Scotland, May 28—all Canadian Pacific.

From Halifax

To *St. John's, Nfld.*—Silvia, Furness-Red Cross Line, May 13; Sollund, Newfoundland-Canada SS., May 24 and June 7 (also calls at Newfoundland outports).

To *St. Pierre-Miquelon*.—Sollund, Newfoundland-Canada SS., May 24 and June 7.

To *Bermuda, St. Kitts, Antigua, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo*.—Spica, May 22; Tryifjord, June 5—both Ocean Dominion.

To *Kingston, Jamaica*.—Cathcart, May 19; Cavelier, June 2—both Canadian National.

To *Bermuda, Santo Domingo, Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, Barbados, Trinidad and Demerara*.—Champlain, May 22; Colborne, June 5—both Canadian National.

To *Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara*.—Lady Hawkins, May 16; Lady Drake, May 30—both Canadian National.

To *Santiago (Cuba) and Kingston (Jamaica)*.—Caledonia, Pickford & Black, Ltd., May 14.

From St. John

To *Port Said, Suez, Port Sudan, Aden, Mombasa (Kilindini), Tanga, Dar-es-Salaam, Rangoon and Calcutta*.—City of Manila, American and Indian SS., May 23.

To *Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara*.—Lady Drake, Canadian National, May 22.

To *St. Pierre-Miquelon and St. John's, Nfld.*—Sollund, Newfoundland-Canada SS. Ltd., May 21.

From Vancouver

To *Yokohama, Kobe, Shanghai, Hongkong and Manila*.—Empress of Asia, May 29; Empress of Canada (also calls at Honolulu), June 12—both Canadian Pacific.

To *Yokohama, Kobe, Miike and Hongkong*.—Talthybius, May 13; Ixion, June 3; Tyndareus, June 24—all Blue Funnel.

To *Yokohama, Kobe and Osaka*.—Paris Maru (also calls at Dairen and Taku), Osaka Shosen Kaisha, June 11.

To *Yokohama, Kobe, Osaka and Moji*.—Africa Maru (also calls at Shanghai), May 24; Arabia Maru, June 22—both Osaka Shosen Kaisha.

To *Auckland, Wellington, Lyttelton and Dunedin*.—Golden West, May 17; Golden Coast, June 17—both Oceanic and Oriental Navigation Co.

To *Honolulu, Suva, Auckland and Sydney*.—Aorangi, May 28; Niagara, June 25—both Canadian-Australasian Line.

To *Auckland, Wellington, Melbourne and Sydney*.—Hauraki (also calls at Papeete and Adelaide), Canadian-Australasian Line, June 1.

To *Sydney and Melbourne*.—Oakworth, Australian B.C. Shipping Co., May 20.

To *Brisbane, Sydney, Newcastle, Melbourne and Adelaide*.—Indianic, Transatlantic SS. Co. Ltd., June 2.

To *Liverpool, Southampton, London and Rotterdam*.—Dinteldyk, May 22; Loch Katrine, June 4; Loch Monar, June 18—all North Pacific Coast Line.

To *Havre, Dunkirk, Bordeaux and Antwerp*.—Arizona, May 20; Winnipeg, May 29—both French Line.

To *Hamburg, Bremen and Antwerp*.—Los Angeles, May 15; Tacoma, May 26; San Francisco, June 12—all Hamburg-American Line; Moerdyk (also calls at Rotterdam), North Pacific Coast Line, May 27.

To *Barcelona, Marseilles, Genoa, Leghorn, Naples, Venice and Trieste*.—Fella, May 31; Cellina, June 28—both Navigazione Libera Triestina.

To *Santos, Rio de Janeiro, Buenos Aires, Montevideo, Rosario and Santa Fé*.—Villanger, Westfal-Larsen, June.

To *Capetown, East London, Durban and Lourenco Marques*.—West Grama, B.C. Shipping Agencies Ltd., late May.

To *Port of Spain (Trinidad) and Bridgetown (Barbados)*.—Rickmers, Canadian Transport Co. Ltd., May 28.

To *Puerto Colombia*.—Point Gorda, May 15; Point San Pablo, June 2; Point Fernin, June 16—all Gulf Pacific Line.

Note—Firms who desire information concerning ocean mail services may have their names placed on the mailing list of the Post Office Weekly Bulletin by applying to the Post Office Department.

CANADIAN GOVERNMENT TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, B. Mitre 430, Buenos Aires. (Territory includes Chile and Uruguay.) *Cable Address, Canadian.*

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

Commercial Agent: B. Millin, The Royal Exchange, Sydney, N.S.W.

Belgium

Jean J. Guay, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.* (Territory includes Roumania, Bulgaria, Hungary.)

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Ed. Da "A Noite," Sala 802, Praca Maua. *Cables, Canadian.*

British West Indies

Trinidad: R. T. Young. Address for letters—P.O. Box 125, Port of Spain. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*

Jamaica: F. W. Fraser, P.O. Box 225, Kingston. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, the Bahamas and British Honduras.) *Cable Address, Canadian.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—Daily News Building, 17 The Bund, Shanghai. *Cables, Canadian.*

Cuba

James Cormack. Address for letters—Apartado 1945. Office Address: Calle Obrapia 35, Havana, Cuba. (Territory includes San Domingo and Porto Rico.) *Cable Address, Canadian.*

France

Hercule Barré, 3 rue Scribe, Paris (9). (Territory includes French Colonies in North Africa, Egypt, Palestine, Syria.) *Cable Address, Cancomac.*

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Canadian.* (Territory covers Germany—except the Rhine Valley—Czechoslovakia, Austria, Poland, Esthonia, Latvia, Lithuania and Soviet Russia.)

Greece

Henri Turcot, 8 Metropole Street, Athens. (Territory includes Turkey.) *Cable Address, Canadian.*

Hongkong

Paul Sykes. Address for letters—P.O. Box 80. Office—Exchange Building, Hongkong. Territory includes South China, the Philippines, and Indo-China. *Cables, Canadian.*

India and Ceylon

Richard Grew, P.O. Box 2003, office, 8 Esplanade Mansions, Government Place East, Calcutta. *Cable Address, Canadian.*

Irish Free State

J. H. English, 66 Upper O'Connell street, Dublin *Cable Address, Canadian.*

Italy

A. B. Muddiman, Via Manzoni Nr. 5—Milan (102). *Cables, Canadian.* Territory includes Spain, Portugal, Gibraltar, Canary Islands, Malta, Italian Colony in Africa, Albania, Jugoslavia, and Cyprus.)

Japan

Tokyo: J. A. Langley, Commercial Secretary Address for letters, P.O. Box F. 101, Tokyo Central. Office, Imperial Life Assurance Building, Marunouchi, Tokyo. *Cables, Canadian.*
Kobe: Acting Trade Commissioner. Address for letters, P.O. Box 230. Office, Chamber of Commerce Bldg., Kobe. *Cables, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. (Territory includes Central American Republics.) *Cable Address, Cancomac.*

Netherlands

J. C. Macgillivray, Beursplein 26B, Rotterdam. (Territory includes the Rhine valley and Switzerland.) *Cable Address, Canadian.*

Netherlands East Indies

G. R. Heasman, P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Yorkshire House, Shortland street, Auckland. *Cable Address, Canadian.*

Norway

F. H. Palmer, Jernbanetorget 4, Oslo. (Territory includes Scandinavian countries and Finland.) *Cable Address, Canadian.*

Panama

J. A. Strong, P.O. Box No. 222, Panama City. (Territory includes Venezuela and Colombia.) *Cable Address, Canadian.*

Peru

G. R. Stevens, Casilla 1212, Lima. Office, Calle Ccca, 478. (Territory includes Bolivia and Ecuador.) *Cable Address, Canadian.*

South Africa

C. S. Bissett, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

London: Harrison Watson, Canadian Building, Trafalgar Square, S.W. 1, England. *Cable Address, Sleighing, London.*

London: J. Forsyth Smith, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C. 2. *Cable Address, Canfrucum.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany and Spain.)

Liverpool: Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street. *Cable Address, Canadian.*

Bristol: Douglas S. Cole, Sun Building, Clare street. *Cable Address, Canadian.*

Glasgow: Gordon B. Johnson, 200 St. Vincent Street, Scotland. *Cable Address, Cantracom.*

United States

New York City: Frederic Hudd, 44 Whitehall street. (Territory covers New England, Atlantic seaboard states, Pennsylvania; also the Bermudas.) *Cables, Cantracom.*

Chicago: R. S. O'Meara, Willoughby Tower, 8 S. Michigan Avenue. (Territory covers the Middle West and the Mississippi Valley.) *Cables, Canadian.*

San Francisco: H. R. Poussette, Suite 405, Alaska Commercial Building, 310 Sansome St. (Territory covers the Pacific seaboard and Rocky Mountain states.)

NOTE.—Bentley's Second Phrase Code is used by Canadian Trade Commissioners.

Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. James Malcolm, M.P.

Deputy Minister: F. C. T. O'Hara

Director, Commercial Intelligence Service: C. H. Payne

Published in English and French. Subscription Price for either edition: \$1 per annum in Canada (single copies 5 cents each); \$3.50 outside the Dominion (single copies 10 cents each). Remittances, which may be made by Post Office or Express Orders, or Drafts, or Cheques, payable at par in Ottawa, should be addressed to the King's Printer, Government Printing Bureau, Ottawa.

Vol. XLII

Ottawa, May 17, 1930

No. 1372

TABLE OF CONTENTS

	Page		Page
Radio Market in South Africa.....	721	Trade Commissioners on Tour.....	738
Japanese Fishing in Kamchatka		Netherlands' Commodity Markets in	
Waters	724	1929—I	738
Market for Milk Bottle Crates in		Economic Conditions in the Middle	
North of England	726	East	741
Small Outlet for Cedar in North of		Market for Gas Stoves in Argentina	743
England	727	Canadian Exporters Should Cover	
Sugar Trade of the West of England		Martinique and Guadeloupe.....	744
in 1929	728	Economic Conditions in Guadeloupe	744
Leather Trade in West of England...	730	Points for Exporters to Venezuela...	745
Exchange Rates in New Zealand....	731	German Tariff Changes.....	751
New Zealand Exchange Rates Revised		German Tariff Regulations.....	754
in England	733	Parcel Post to South America, Etc..	755
Commodity Markets in Malta		British Merchandise Marks Act.....	755
III. Miscellaneous	734	Trade Inquiries	755
French Market for Pasteurized Loaf		Foreign Exchange Quotations.....	757
Cheese	737	Steamship Lines to the Panama Canal	757
Canadian Information Bureau at Ant-		Sailings from Canadian Ports.....	758
werp Exhibition	737	Commercial Intelligence Service.....	760

RADIO MARKET IN SOUTH AFRICA

C. S. BISSETT, CANADIAN TRADE COMMISSIONER

Cape Town, April 7, 1930.—After having languished for several years, the demand for radio sets appears to be reviving in South Africa. Two factors contributed mainly to the lack of interest in radio which followed upon the introduction of receiving apparatus into this territory. Initial enthusiasm went beyond all bounds and resulted in the flooding of the market with apparatus which was not far beyond the experimental stage and which rapidly became obsolete. Moreover, many firms whose business normally has no connection with the musical, electrical, or hardware trades imported stocks of radio goods in order to share in the radio boom. The result was gross overtrading with a consequent slump in the market. Considerable difficulty has been experienced in disposing of this surplus equipment, and most of it has had to be sacrificed at a particle of its value or discarded altogether. During the process legitimate dealers in radio equipment restricted their purchases to a minimum, and the majority of the imports have been confined to apparatus suitable to home assembling rather than to completely assembled machines complete with

cabinets, even in the moderate-price range. Not much more than just sufficient interest to keep radio alive in South Africa has been evidenced by legitimate radio dealers during the past few years due to the glut of obsolete equipment, with consequent severe restriction in sales outlets. Most of this equipment has now passed off the market, and prospects for future expansion in this trade are much more hopeful. The very latest types of equipment are now being imported and sold, and business should henceforward be in a much more healthy condition.

A certain amount of radio goods have been imported every year, but it has been mainly a hand-to-mouth business. The one bright spot has been the activity of the three large gramophone companies, H.M.V. (Victrola), Columbia, and Brunswick, in advertising radio-gramophone combination machines. They are, however, catering to a class of trade in which the price factor is of little or no importance, and in which the instrument is prized, apart from its musical qualities, as a piece of decorative furniture.

BROADCASTING IN THE UNION

The second main factor which has contributed to the slump in radio has been the parlous condition of broadcasting in the Union almost since its inception. There are only three stations in the whole of Africa below the Equator—Cape Town, Johannesburg, and Durban. So much difficulty was experienced in making these organizations payable propositions that a little over a year ago the Johannesburg station was forced to cease operating. The result was that the African Broadcasting Company was given monopoly control of broadcasting in the Union through the three existing stations. This has not altogether solved the problem, as public support, due to the apathy to radio, has not been sufficiently active to pay the operating costs of these stations. This has forced the African Broadcasting Company to ask for help from radio dealers throughout the Union, and this has been finally promised in the form of a subsidy which is rumoured to amount to £10,000; and, furthermore, arrangements have been made whereby the listener's licence fee will form a part of the purchase price of all radio sets which are sold in future. In this way the annual licence revenue, which has been so difficult to collect, will not only be made immediately available, but all operators of radio sets will be known and the collections of future annual fees will be comparatively sure and simple. Other minor factors have tended to minimize radio sales, such as the comparatively high initial cost of radio sets and the expense of replacements and batteries; lack of advertising by manufacturers and the peculiar conditions surrounding South Africa's radio requirements.

The first has ceased to operate to a fair extent as the landed cost of all types of sets has decreased as compared with former years. Mass production methods and the widening of markets have helped considerably, but further reductions are necessary before the majority of potential purchasers become interested. However, advances in the production of all-electric sets pave the way to the elimination of most of the expenses of operation.

ADVERTISING

Very little advertising has been carried on in the Union by any overseas manufacturer with the exception of one well-known American firm, who unfortunately found that their returns in sales did not warrant the continuance of the campaign, which was abandoned some time ago. Nevertheless, the adverse factors in the trade have been eliminated to such a large extent that the time is again ripe for an advertising campaign commensurate with sales possibilities. One Dutch firm about six months ago began such a campaign, placing small

two- and three-valve all-electric sets on the market at a reasonable price aided by instalment terms, and their sales returns have been excellent, rumoured at 3,000 sets for the Christmas trade in December alone. It has warranted the organization of their own selling organization in South Africa, and practically every large departmental, hardware, and electrical store in the country now offers these sets on instalment terms. The present revived interest in radio is due in a marked extent to the inauguration of this advertising campaign at the psychological moment, coupled with the fact that the apparatus caters very well to one side of South Africa's requirements. These are reception from the three local stations on the one hand, and overseas reception on the other.

PROGRAMS

Past apathy to radio has been due in some measure to a lack of variety in the programs, which have been confined to the three South African stations, and also to the high cost of apparatus which could pick up overseas stations. In contrast, a radio set in Canada can be tuned into a different station practically every night in the year, and consequently there has been no decreased interest in radio on this score. Conversely, for variety South African listeners must tune into overseas stations, some of which operate on short-wave length.

PRICES

For local reception the all-electric sets manufactured by the above Dutch company have been found eminently suitable. A two-valve A.C. set for one-station reception only sells cash retail at £14 10s. (\$68.56), with suitable loud-speaker at £2 17s. 6d. (\$13.98), and a three-valve set for three-station reception at £20 10s. (\$99.76), with loud-speaker at £6 15s. (\$32.85). These include annual licence fee of £1 15s. (\$8.52), which is deducted if the purchaser already possesses a licence. Two-valve screen grid all-electric sets of German manufacture sell at £7 10s. (\$36.50), and three-valve sets for £15 (\$73) on the above basis. In addition, there are other sets of a similar nature from the Continent at somewhat cheaper prices.

TYPES FOR OVERSEAS RECEPTION

For overseas reception a certain definite type of receiver is necessary, and this must make provision for short-wave reception, which will undoubtedly play an important part in future radio reception in this country. It should be designed for ordinary broadcast 200 to 500 metres, and for short-wave 15 to 100 metres in the proportions of 75 to 25 per cent. It should be fitted with a pick-up for gramophone attachment, a volume control, and a condenser for the elimination of needle scratch. The valve holders must be English base, and the necessary leads for high and low tension and grid bias should be fitted. It is recommended that the set incorporate the screen grid detector and pentode valves. Urban areas will require sets electrically operated at voltages for the different main centres ranging from 200 to 250 volts 50-cycle A.C., and 200 to 230 volts D.C. Rural areas will require battery sets either fitted with accumulators or dry batteries for both high and low tension. The dry battery is, however, passing out of use as accumulators can be recharged at any point in the Union without much loss of time. Only A.C. models would be stocked by local dealers as D.C. distribution systems in the Union are gradually being replaced by A.C. stations. All D.C. models would be for direct indent only.

A receiving set which almost completely embodies these requirements has within the past three months been placed on the market by a United States firm, and prominent radio dealers have stated that they predict a considerable

sale for it in the near future. In their opinion it is quite the best set available in the Union to-day, and any new lines must be competitive with it in all respects before a foothold can be obtained in this trade. It is available in both electrically and battery operated types, both being suitable for short-wave and broadcast reception and incorporating one screen grid, one detector, and two note amplifiers. It retails at £23 (\$111.93), all complete except for the cabinet, or at £27 10s. (\$133.83) with suitable cabinet. The United States retail price is, excluding tubes, \$34.50 complete, excepting the battery eliminator or power pack, which is \$16.50—a total of \$51—unassembled with blue print for home assembly. Overseas dealers are granted discounts of 50 per cent and 10 per cent. The range of the set is 10,000 miles.

This is the type of apparatus which has a future in South Africa, and it will be of little value to attempt this market with apparatus which does not conform to the above specifications. Canadian manufacturers in a position to do so should communicate at once with this office. The names of the manufacturers of the above apparatus can be had on application to the Department of Trade and Commerce, Ottawa (quoting file No. T.C.-11-105).

JAPANESE FISHING IN KAMCHATKA WATERS

JAMES A. LANGLEY, COMMERCIAL SECRETARY

Tokyo, March 27, 1930.—The fishing season is now approaching in Kamchatka, and preparations are being made by both the Japanese and Russian fishing companies to despatch their floating canneries to the fishing grounds. Russian activity promises this year to become stronger, and keen competition is predicted between the two countries operating in these northern waters.

The result of the annual auction of fishing rights in Kamchatka (Russian leased waters) shows a decided improvement in the position of Soviet Russia, and consequently Japanese fishermen, who for many years practically monopolized these fishing rights, are confronted with serious competition. This year Japan has 319 fishing zones in Kamchatka, while Soviet Russia has 269. In 1928 Japan had 257 grounds against 42 by Russia, and in 1929 had 303 against Russia's 162.

The present status of the fishing grounds following the recent second auction is as follows:—

	Japan		Russia	
	Salmon and Trout	Crab	Salmon and Trout	Crab
Grounds on three years' lease	2	..	5	..
Grounds on five years' lease	126	..	17	..
Grounds on special lease	37	7	..	..
National grounds . . . . .	..	..	63	9
This year's new grounds	132	15	152	23
Total	297	22	237	32

The opinion is gaining ground among the Japanese fishery companies interested in the fishing business in Russian territorial waters that it would be advisable to effect an extensive merger in order to counter the Russian activity.

The object of this proposed merger is to allow a new company organized by the merger, to be placed under Government control like the Russian fishery companies. If such a measure is not adopted at present, the Japanese fishing interests in Kamchatka waters consider that their activities will be doomed within the next few years. There are 312 fishing grounds operated by 60 Japanese fishing firms and individuals in Kamchatka. The leases and other incidental conditions differ according to the grounds, and it is regarded as urgent in their interests that a combination be effected.

It has been said that the Soviet Russian Fisheries Department has been planning for some time to offset the influence of Japanese companies operating in its territorial waters, especially around Kamchatka. For this purpose it is giving greater support to the Russian companies who intend to operate in the Kamchatka area, and the larger number of fishing grounds acquired by Russian merchants at this year's auction may be due to the influence of the department.

The Far East Fishery Company of Soviet Russia has been established recently by the Soviet Russian Government for the purpose of extensive fishing in Kamchatka. Soviet Russia fishermen are attempting to double their floating canneries this year, and Japan intends also to carry out this industry on a more extensive scale.

When the results of the first auction were announced on February 25 the Nichiro Fishery Company was very much disappointed at the unexpectedly small number of grounds it had acquired. A protest was at once filed with the Moscow Government by Japan, complaining against what was regarded as the unreasonably high minimum charge for the auction. The value of fishing ground leases in Kamchatka has been rising year by year through the pronounced activity of Russian fishermen, and within the next few years it is feared that it will rise to a level where fishing by Japanese interests will be unprofitable. Sale & Company, who are interested in the Nichiro Fishery Company, have conducted investigations into the comparison of cost of leases in the world's leading fishing grounds, and it has been found that the leases in Kamchatka are the highest of all. The annual production is valued at 30,000,000 yen, against which the cost of leases last year amounted to 2,680,000 yen, representing 7.5 per cent of the value of the total production. However, at the second auction held in Vladivostok the Nichiro Fishery Company 45 out of 53 grounds, which gives them 134 grounds as against 129 last year. Of these new grounds, seven are in Ohkotsk, twenty-three in West Kamchatka, seven in East Kamchatka, and eight of crab-fishing grounds. From Japanese sources it is learned that, due to the higher auction charges this year, the sphere of activity of private Japanese fishing companies has become very much narrower.

CRAB-FISHING ACTIVITIES

As the result of this year's restriction by the Japanese Ministry of Agriculture and Forestry, the number of Japanese fishermen to be employed on Russian floating canneries has been limited to 1,200 (on nine Russian ships), and, as the number is not adequate to meet the requirements, it is proposed to take into service as many Russian and Korean fishermen as possible and to concentrate on the shore crab cannery industry. This has induced Japan to acquire as many fishing grounds for crab as possible. Russia is also intending to operate on a large scale in waters east of the eastern coast of Kamchatka, and has prevented Japan from entering into activity there. The Soviet authorities have protected the interests of private fishing enterprises this year and have caused them to acquire a large number of grounds. On the other hand, the Japanese fishery companies have permission to employ 6,700 fishermen, on board thirteen floating canneries, for operation along the western coastal waters.

The estimated volume of this year's production of canned crab, together with the actual output last year, are given in the following table:—

	1930	1929
	Boxes	Boxes
Japanese floating canneries	506,326	340,000
Russian floating canneries	200,000	74,000
Shore canneries	150,000	130,000
Other canneries	60,000	57,000
Total	916,326	601,000

FISH MEAL INDUSTRY

It is understood that the Japanese Minister of Agriculture and Forestry has instructed the Marine Product Bureau to conduct the final investigation incidental to the proposed development on a large scale of the Japanese fish meal industry. Japan has no longer room enough to undertake the greater activity in northern waters, and this fact has caused the ministry to turn its attention to the South Seas, and has as its chief object the encouragement of the fish meal manufacturing industry. Fish meal thus manufactured will be exported abroad as fertilizer as well as being received in home markets.

The ministry has already investigated the fishing situation in Java, Sumatra, and Ceylon by the experimental ship *Kakuho Maru*, and as a result it is reported that these waters are promising for bonito fishing. The bonito is either dried or canned for export. The ministry last year appropriated 300,000 yen for investigational purposes, but this was cancelled later. This year the ministry has decided to double the amount that was placed in last year's appropriation. According to plan, the ministry will carry on the enterprise, chartering two 3,000-ton ships with this object in view, which later will be transferred to a private company on subsidization.

MARKET FOR MILK BOTTLE CRATES IN NORTH OF ENGLAND

HARRY A. SCOTT, CANADIAN TRADE COMMISSIONER

Liverpool, April 25, 1930.—There is a considerable demand among large milk distributors in the North of England for milk bottle crates. The largest share of the trade is understood to be in wire-made crates, particularly for use in dairies where the milk is sterilized, and it is considered that Canadian manufacturers will find it practically impossible to compete with English producers for the trade in heavy-tempered wire crates.

There is, however, a reasonably good demand for wooden crates. This type is being turned out by several English firms, some of whom, it is understood, use tupelo wood in their manufacture. As far as can be learned, however, the average English crates are not considered to be as well constructed to withstand hard usage as one American type of crate that is being distributed by a London firm of box manufacturers.

The firm selling these American-type crates advertise them as being made from prime maple wood slats, with all-metal fittings that are rustproof. No nails are used in their construction, as the various parts are laced together. The boxes are metal-bound with special corners to secure the slats and at the same time allow for flexibility. They are also fitted with bottom grids to distribute the weight and give the necessary support to the sides. These crates were recently priced at 10s. 6d. each for the pint size (\$2.25) to hold twenty bottles. It is understood that the ordinary English-type crates are available at considerably lower prices. English wire-made crates can be bought from 4s. (97 cents) up.

The largest demand exists for the pint size. Quart sizes to hold twelve bottles each are also sold, and there is a limited but growing trade for boxes to hold thirty half-pint bottles.

Most of the important distributors of dairy equipment in this country are located in the South, and it is consequently difficult to establish satisfactory connections for Canadian manufacturers in this territory, since even the more important consumers are rarely disposed to purchase direct from overseas, as they prefer to draw from distributors' stocks in England. As, however, the features embodied in the American-type crates described above are apparently

favoured by milk distributors, unless the cost of transportation should make competition impossible, this market would seem to be worth the consideration of any Canadian manufacturers in a position to offer a similar article. Interested firms are accordingly invited to communicate with the Canadian Trade Commissioner at Liverpool, at the same time supplying full particulars, including c.i.f. United Kingdom port prices.

SMALL OUTLET FOR CEDAR IN NORTH OF ENGLAND

HARRY A. SCOTT, CANADIAN TRADE COMMISSIONER

Liverpool, April 15, 1930.—Although several Canadian woods play a prominent part in the timber-importing trade of Liverpool and the North of England generally, Canadian cedar has not so far been able to make any appreciable headway in this market owing to limited demand.

One important use for cedar in Canada that does not exist in England is in the roofing industry. While cedar shingles have long been recognized in the Dominion as a roofing material, they have not so far been employed to any extent in this country, where slate and tile roofing are so popular. Slates for roofing are easily obtainable in large quantities from North Wales, and they are also imported from the Continent. The long-established experience with slates and their cheapness, and the association of fire risk with shingles, have been factors militating against the development of a market. Also, the argument that a shingled roof retains heat in the winter and is cool in summer does not carry the same weight in this climate as in Canada.

Under these conditions, while occasional orders have been placed for shingles, the business has been hardly worth catering for. One Liverpool brokerage house reports that some considerable time ago they sold two small lots of shingles on behalf of an American exporter at about 24s. (\$5.85) per 1,000 pieces c.i.f. United Kingdom port. This order, however, was understood to be of a special character.

Cedar wood from the Pacific Coast of the United States comes into the North of England in strictly limited quantities for other purposes, but no commercial shipments have so far been reported as coming from Canada. American cedar is sold in this district for use in the manufacture of storage batteries. Some of it has been imported from the United States in the form of battery separators, and one Canadian manufacturer has competed in recent years for part of this trade. In addition to the demand for separators, there is also a small outlet for cedar veneer, which is imported for the purpose of manufacturing batteries in this country. As far as can be ascertained, the only product that battery manufacturers in this country have so far found suitable for making separators is rotary-cut Port Orford cedar veneer, which is obtained from the United States. This veneer is kiln-dried about 0.075 to 0.078 inch thick by 6 inches wide and 3 feet and up long. It is carefully packed in crates for shipment to this country. One North of England firm who specialize in the importation of this veneer usually buy 60 per cent of No. 1 quality and 40 per cent of No. 2 quality, the No. 1 giving a minimum 90 per cent clear 6 inches cutting, and the No. 2 a minimum of 60 per cent clear 6 inches cutting. While it is understood that Port Orford cedar is not obtainable from British Columbia, two importers in this territory have expressed their willingness to consider offers from Canadian veneer manufacturers of woods which it is considered might be equally suitable for the manufacture of battery separators, when they will be glad to have scientific tests made of any samples sent. In this connection, it is suggested that at least twenty or thirty pieces would be required for testing purposes.

PENCIL TRADE

Another limited outlet for cedar wood in this country is found in the pencil trade. The cedar used for this purpose is at present mainly obtained from California. One firm of pencil manufacturers recently consulted pointed out that up to the present they had not had any success with Canadian cedar, but that they were quite prepared to test any samples that might be submitted with a view to deciding if they could divert some of their present purchases to Canada.

This firm purchase pencil slats in regular plies as follows: 90 per cent 5- and 6-ply, 8 per cent 4-ply, and 2 per cent 3-ply. These slats used to be packed in wooden export cases holding a sufficient number of slats to make 100 gross of pencils, but they are now being shipped in gunny sacks containing enough slats to make 25 gross of pencils. Two slats used together are capable of turning out six pencils. These Californian cedar slats cost approximately 23 cents per pencil gross of wood (i.e. sufficient wood to make one gross of pencils) c.i.f. Liverpool. Cedar wood is also purchased in slat form, cut to special sizes, for the manufacture of penholders. Samples of the Californian cedar now being used have been forwarded along with this report to the Department of Trade and Commerce, Ottawa, for the inspection of interested firms, who are also invited to submit counter samples of Canadian cedar to this office, when arrangements can be made to have them tested with a view to possible future business if they can be used for some of the requirements of manufacturers in this country. In addition to slats, it is understood that very limited quantities of cedar logs are shipped to this market from the United States Pacific Coast, mainly for use in the pencil trade.

Apart from the trades referred to above, the only other commercial uses for cedar that seem to be familiar to importers in this district call for varieties obtainable chiefly from the East Indies and South America.

SUGAR TRADE IN THE WEST OF ENGLAND IN 1929

DOUGLAS S. COLE, CANADIAN TRADE COMMISSIONER

Bristol, April 15, 1930.—The year under review has again been a difficult one for all connected with the marketing and distribution of sugar. Not only have the world's markets been depressed and extremely difficult to forecast, but local traders have been faced with a succession of problems of an artificial character which no amount of experience or of foresight could guard against.

Since the alteration of the sugar duties in the budget of 1928, merchants, distributors, and sugar-using manufacturers have drawn their supplies almost exclusively from British refiners and home-grown beet factories. The previously popular brands of Czecho and other foreign refined are ruled out by the high rate of duty except for special purposes or for manufactured goods for re-export, on which there is a drawback of duty. Now that some of the beet factories have adapted their machinery to the refining of foreign raws after they have finished their own beet crop, the refining capacity of the country is in excess of consumptive requirements. While therefore market movements in the United Kingdom must ultimately depend upon the world's value of raw sugar, local price fluctuations are in fact governed artificially by the arbitrary will or needs of refiners or factories. Competition from one factory in a particular district brings retaliation and secret price-cutting in that district, and it has been not uncommon to find a factory offering sugar in a town a hundred miles away cheaper than on its own door-step. The longest experience and most careful study of market conditions is powerless to provide against such

fluctuations, and the resultant sense of insecurity has produced a complete lack of confidence and a determined hand-to-mouth policy among the whole trade.

It is common knowledge that for several years past protective tariffs in the majority of sugar-producing countries have resulted in over-production and in a price level which is almost without precedent, and which, with post-war costs, is disastrous to the industry in almost all countries in which it is not subsidized. Various efforts have been made to obtain some form of co-operation between Cuba, Java, and the European beet producers, by which crops could be reduced or, at any rate, stabilized until the normal growth of consumption has overtaken production, and markets have fluctuated in accordance with the prospects of these efforts being brought to a successful issue. So far, however, all negotiations have failed, and low as prices have fallen, no confidence is felt that lower depths may not be plumbed so long as production continues in excess of world requirements.

LOCAL PRICES DURING 1929

Taking British refined granulated duty paid, ex store Bristol, less $1\frac{1}{2}$ per cent discount as the basis, the year opened with a price of 23s. 6d. (\$5.71) per cwt. The market gradually dropped to 22s. 3d. (\$5.40) by the middle of February, and recovered to 22s. $7\frac{1}{2}$ d. (\$5.49) early in March, and remained at this level till the third week in April. From this point five successive drops brought the price down to 21s. $4\frac{1}{2}$ d. (\$5.19) in the early days of June—the low point of the year. A steady rise brought the price to 23s. 9d. (\$5.77) by the middle of July, and this level was maintained for two or three weeks, and then followed by a decline to 22s. 6d. (\$5.46) during the last week in August. The market again recovered to 23s. 9d. (\$5.77), and stayed there during the last week of September and first ten days of October. These two rises in July and September afforded those merchants who were fortunate enough to buy and sell at the psychological moment the opportunity to redeem an otherwise unprofitable year.

From that point, however, the market began to show renewed weakness. Owing to splendid autumnal weather the European beet crop, which was supposed to have suffered severely from early drought, turned out larger than expected, and each month brought disappointment to the market in the form of increased estimates.

The year closed with prices down to about the low point touched in June, and nearly 2s. 6d. (60 cents) per cwt. below the highest touched in July and October.

In looking forward to the future of the sugar trade in the West of England the disquieting factors which importers have to face are:—

(1) The intense competition which makes it impossible to obtain a margin of profit on the day's market value at all commensurate with their travellers' expenses and overhead charges.

(2) The increasing number of "chain" shops, which, being controlled from a central office in London, do not obtain their supplies from the local wholesaler, and being run on cash lines, leave the private shopkeeper to carry the bulk of the credit which the public requires.

(3) The restriction of the buying to one market source of supply, which puts them at the mercy of arbitrary price movements, and renders past experience and judgment in buying of little value.

Direct imports of sugar during 1929 by countries of origin were as follows (in tons): Europe, 4,422; United States, 2,172; South Africa, 1,521; and Mauritius, 4,585—a total of 12,700 tons. As a result of the 1928 budget, direct imports of sugar from Canada have ceased. In that year 645 tons of sugar out of a total of 14,931 tons were imported from Canada.

LEATHER TRADE OF THE WEST OF ENGLAND IN 1929

DOUGLAS S. COLE, CANADIAN TRADE COMMISSIONER

Bristol, April 15, 1930.—Imports of leather into the Bristol Channel ports in 1929 totalled 1,387 tons (Canadian ports 5 tons) as against 2,090 tons in 1928 (Canadian ports 20 tons). The small tonnages from Canada do not necessarily represent the total consumption of Canadian leather, as there is a heavy import by rail from Liverpool and London.

A review of conditions of the leather trade of this territory can well be summed up in the statement of Mr. F. H. Briggs, past president of the Federation of Curriers, whose company headquarters are in Leicester. Reviewing the leather trade generally during 1929, he has stated it could be safely said that this has been one of the worst years since the post-war slump.

During the preceding eighteen months prices of hides and leather reached an unnatural level, whilst there appeared no definite increased demand for leather, but the fact of prices advancing seemed to put into the trade a desire to buy. This had the effect of still further advancing the prices, and also caused an increase in the production of leather all round, creating large stocks, with unfortunate results.

The hide and skin question is a peculiar one, and we all know that during the greatest period of restrictions hides and skins can be produced if the price is paid. This is because when the native can obtain a good price for his hides he will collect them. If not, they are left either to rot or are used up locally. Sufficient that they do not reach the European market.

Eventually towards the fall of 1928 the trade realized that stocks were tremendously heavy, and as a natural course the law of supply and demand got to work, with the result that prices are as we see them to-day. There were those who foresaw that hide prices could not last. On the other hand, there were those who held strongly to the opinion that leather, which in 1926 and 1927 was down to pre-war levels, should in common with other commodities be on a higher basis, and they held to the opinion that the higher prices for hides ruling in 1927-28 would remain the basis for the future. While such was a reasonable and justifiable assumption, it, as we now see, has been dispelled, and we are now back to prices that were ruling in the early part of 1927, illustrating once again that it is a question of supply and demand which has the greatest effect on values.

The position has affected both upper and sole leather sections of the trade, the sole leather section having suffered a great deal more than the light leather section. The trade has not only had to face a slump in prices but a decrease in the normal consumption of leather, particularly sole leather, due to the progress which rubber soles have made throughout the trade. This is a matter which needs the attention of the whole of the leather trade, as many of the qualifications claimed for rubber are misleading and because rubber, unless carefully used, is unhealthy from a wearer's standpoint.

Imports of Canadian sole leather have almost ceased in the West of England—in fact, one Bristol company is shipping considerable quantities of high-class sole leather to Canada.

Reports regarding the sale of patent leathers conflict a great deal, some firms finding little or no demand and others reporting a slight improvement. There are considerable quantities of low-priced patents available, but values on the whole are firm in sympathy with the hide market. Some high-class United States patent is being bought in Bristol, and fairly large quantities of a range of German make. Canadian patent has not had a good year in this territory owing to certain troubles as regards quality and price.

One encouraging feature in the Canadian leather trade with the West of England has been the introduction of cream horse hide and cow bellies. This leather is mainly used for the manufacture of heavy gloves or sports goods, and while in this area there are not a large number of manufacturers of this type, several orders have been placed—not, it is true, large, but a beginning has been made and repeat orders have been received.

A difficulty is found in dyeing horse hide to colour selected, particularly repeat orders, and the suggestion has been made that this leather should be shipped "in the crust"—that is, tanned and fat-liquored only, the dyeing to

be done by the importer. It is not every manufacturer of gloves and sports goods who has these facilities, but the idea commends itself to certain firms before whom the proposition has been placed and to whom samples of leather in the crust have been promised.

Consumers of sole leather state that the shoe trade has now ceased to be seasonal, as practically the same type of sole is used for summer and winter wear. Heavy boots are of course still made, but this a specialist trade for agriculturists, miners, and others engaged in the heavy industries. As depression has affected these industries the most, sole leather manufacturers and tanners have been forced to concentrate almost entirely on light bends. Another factor in the leather trade is the triumph of the shoe over the boot, resulting in a great reduction in the quantity of upper leather consumed. Manufacturers state that it is doubtful if even a hard winter would alter the situation, so strong is the demand for shoes which give the smarter effect. Two other factors which have affected the trade have been the continued encroachment of substitutes and the disappearance of forward buying.

EXCHANGE RATES IN NEW ZEALAND

H. L. E. PRIESTMAN, ASSISTANT TRADE COMMISSIONER

Auckland, April 4, 1930.—A factor which is calculated to have considerable effect on the imports into New Zealand is the adverse position of exchange on London, which in turn has been largely brought about by the low prices realized for primary products. Many people consider the attitude of London towards New Zealand funds to be unfairly influenced by the Australian situation, and it is pointed out that New Zealand has had a favourable balance of trade for some years, resulting in balances accumulating in London, which should be adequate for meeting all overseas obligations, and that the New Zealand position should be considered separately and favourably, not collectively with Australia.

The present rates, adopted by all the banks in New Zealand from April 3, 1930, are:—

New Zealand on London

	Buying		Selling	
	£	s. d.	£	s. d.
On demand	103	10 0	104	7 6
3 days sight	103	8 0	....
30 days sight	103	0 0	104	0 0
60 days	102	10 0	103	12 6
90 days sight	102	0 0	103	5 0
120 days sight	101	10 0	....
Telegraphic transfer . . . . .	....		105	0 0

These revised quotations represent an increase in the buying rates on London of £1 17s. 6d. per cent, and in the selling rates of £1 7s. 6d., both movements of unprecedented magnitude, the largest previous increase having been 1 per cent all round, effective January 31.

INTERCOLONIAL EXCHANGE

As a matter of interest, the New Zealand rates for buying and selling on Australia are appended. These show an increase in the discount on buying rates to £1 17s. 6d. per cent, and a reduction in the premium for selling to 5s. per cent. The selling premium was formerly 10s. per cent.

Intercolonial (New Zealand on Australia)

	Buying		Selling	
	£	s. d.	£	s. d.
Victoria, New South Wales, Tasmania, and S. Australia	98	2 6	100	5 0
Queensland (South)	98	0 0	100	7 6
North of Rockhampton	97	15 0	100	12 6
Western Australia, Perth and Fremantle	97	15 0	100	12 6
All other places	97	10 0	100	17 6

A concession in intercolonial buying rates of up to £1 12s. 6d. is allowed for ordinary trade requirements other than exchange transactions.

The intention of the reduced buying rates in New Zealand for Australian funds is to prevent the transfer of Australian funds to New Zealand and the conversion of the resulting New Zealand funds into London funds, as New Zealand selling rates on London are better than Australian rates. To-day's quotations Australia on London are, for example: telegraphic transfers, £106 10s. (against New Zealand's £105); sight, £106 1s. 3d. (against New Zealand's £104 7s. 6d.), and it would be ultimately to the disadvantage of New Zealand to have its London balances used up to pay Australian commitments.

There is ordinarily no direct exchange between Canada and New Zealand, hence outstanding balances are settled through London. An approximate rate for buying and selling Canadian and United States funds is circulated by the associated banks doing business in New Zealand, and all branches follow these rates. Changes are relatively infrequent—say once a week—and are usually only made when sterling in Montreal or New York fluctuates one point or more. For example, the following conversion rates were quoted on March 1:—

	Buying	Selling
Canadian	4.87	4.84
United States	4.88	4.85

and on April 4, 1930, the rates are:—

Canadian dollars	4.88	4.85
United States dollars	4.88	4.85

The following examples will show more clearly the methods used:—

(1) Maturing bill for \$485 Canadian funds held by a New Zealand bank for collection.
 (2) New Zealand customer of a Montreal firm wishing to remit \$485 Canadian funds in settlement of an open account.

(3) New Zealand firm in receipt of \$488 Canadian funds in payment of commission, selling same to its bank.

(1A) Maturing bill for £100 sterling held by a New Zealand bank for collection.

(2A) New Zealand firm wishing to remit £100 sterling to a London supplier.

(3A) New Zealand firm in receipt of £100 sterling from London selling same to its bank.

Conversion in Case 1.—The obligation is converted into English sterling at the selling rate for the day \$485 proceeds being £100 sterling, which at the demand selling rate in New Zealand funds would be £104 7s. 6d., to which is added the collecting bank's commission of three-eighths of 1 per cent—7s. 6d.—total £104 15s. New Zealand funds. (In actual practice the commission charge is calculated on the New Zealand equivalent, and a return commission of one-eighth of 1 per cent is paid by the collecting bank to the bank originating the business.)

Case 1A.—£100 sterling at selling rate equals £104 7s. 6d., to which is added three-eighths of 1 per cent or 7s. 6d. collecting charge as before, making total of £104 15s. New Zealand funds.

Case 2.—\$485 Canadian equals at selling rate £100 sterling, which equals at demand selling rate £104 7s. 6d. New Zealand funds.

Case 2A.—£100 sterling at demand selling rate equals £104 7s. 6d. New Zealand funds.

Case 3.—\$488 Canadian funds equals at buying rate £100 sterling, which equals at demand buying rate £103 10s. New Zealand funds.

Case 3A.—£100 sterling at demand buying rate equals £103 10s. New Zealand funds.

NOTE.—No addition has been made in the above charges for bill stamps, which amount to 1s. for each £50 or part thereof on term bills, and 2d. per bill on demand and sight items.

There has been no indication of the rationing of exchange, or of other pressure being exerted to artificially reduce imports, as it is apparently considered that the effect of the increased exchange rates will suffice to conserve London funds, both by placing an obstacle in the way of imports, and by giving a premium to exporters who have London funds to sell.

One of the results of adverse exchange rates has been the reluctance of firms with head offices abroad and branches in New Zealand to remit funds

from New Zealand, and in some cases the proceeds of local sales are being reinvested in New Zealand, either by way of loans to responsible concerns or by deposit in the banks until the position is more favourable.

The banks have recently raised their rates for term deposits so as to attract funds which might otherwise go abroad, until they are now paying as under:—

Fixed Deposits

For 24 months . . . . .	.5	per cent per annum
For any period between 12 and 24 months . . . . .	.4 $\frac{1}{2}$	per cent per annum
For any period between 3 and 12 months . . . . .	.3 $\frac{3}{4}$	per cent per annum

Deposits may be made for broken periods above three months. Interest on twenty-four months' deposits is paid half-yearly if desired.

It will be recalled that when United States funds were at a high premium in Canada, in the years 1920 and 1921, a similar policy was adopted by many United States firms, who left their sales proceeds on deposit in Canada until better exchange rates enabled them to transfer their money without loss, and in some cases with considerable profit. For current requirements these firms borrowed from their domestic banks, giving as security control of their funds on deposit in Canada.

The increase in exchange rates will doubtless be passed on to the consumer, through the usual chain, until the present 4 $\frac{3}{8}$ per cent will probably result in nearer 10 per cent increase to the final purchaser, and in consequence there will be added impetus given to those local industries which are economically sound.

To retain the standing which Canadian goods have in this market should be the aim of all of our exporters, and with the information given above regarding the obstacle which higher exchange rates create for the New Zealand importers, the time would seem opportune for meeting these difficulties where possible by reduction in quotations which will enable Canadian goods to be offered to consumers at as good prices as heretofore, despite the adverse exchange rates.

NEW ZEALAND EXCHANGE RATES REVISED IN ENGLAND

H. L. E. PRIESTMAN, ASSISTANT TRADE COMMISSIONER

Auckland, April 7, 1930.—The associated banks in London have revised the rates for purchase and sale of New Zealand funds, to keep in step with the revision made in New Zealand on April 3 for London funds.

The new tariff is:—

London on New Zealand

	Buying	Selling
	£ s. d.	£ s. d.
On demand	93 17 6	95 0 0
30 days	93 6 3	....
60 days	92 15 0	....
90 days	92 3 9	....
120 days	91 12 6	....
Telegraphic transfer . . . . .	....	95 7 6

These quotations are all £1 12s. 6d. lower than the last revision, introduced March 19. For some time before that the banks in London bought and sold New Zealand exchange at the same rates as Australian; the alterations in March created a margin of 10s. in favour of New Zealand, and this has now been increased to 25s. in the buying rates and 30s. in the selling rates. In New Zealand the banks are buying sight bills on London at 37s. 6d. below the Australian quotation and selling drafts at 33s. 9d. lower, the telegraphic rate being 30s. lower in New Zealand than in Australia.

COMMODITY MARKETS IN MALTA

A. B. MUDDIMAN, CANADIAN TRADE COMMISSIONER

III

Miscellaneous.

ASBESTOS

There is a certain demand in Malta for all kinds of asbestos fittings for ships and of asbestos brake lining for cars. Several inquiries have been made, in view of the fact that it is well known that Canada supplies about 69 per cent of the world's crude asbestos.

AUTOMOBILES

The Maltese market for automobiles is curious and interesting for one of its small size. An importer of accessories stated that it is practically useless to stock parts owing to the great number of makes there are on the market. The British officers and officials bring out with them, from the United Kingdom, cars of British make which are rarely seen on the Continent. In view of their close affinity with Italy, some Maltese have bought Italian cars. Others, owing to cheapness, have bought French cars, and the well-known American companies have placed their makes on the market. Importations would seem to average around 300 cars a year.

BOOTS AND SHOES

Leather.—Out of a total importation of 17,081 pairs, Canada is credited with 200.

Rubber-soled, Canvas Tops.—Canada is gradually forging ahead in this line, but of a total importation of 37,000 pairs in 1929 only 1,959 were credited to Canada.

CHEMICALS AND CHEMICAL STORES

Imports were valued at £19,063 in 1929. This is the first year in which Canada has entered this market, to the value of £536.

LEATHER

Tanned Leather.—Annual imports total about \$150,000. The bulk of this trade is in French hands: a considerable amount comes, not only from France, but from the French colony Tunis. Belgium ships a fair amount of cheap leathers; a better quality is imported from the United Kingdom. The United States does a nominal direct business. Several inquiries have been made for Canadian sources of supply. Individual shipments to Malta are small. So far as leather manufactures are concerned, the high-quality goods are brought in from the United Kingdom, which controls over 40 per cent of the supply. Belgium ships a fair amount of cheap manufactures, but Italy is the principal source for the cheaper lines mostly bought by the Maltese people, while the British goods are purchased by the British officials. The low prices of Italian-manufactured leather goods, particularly ladies' handbags, etc., give a good opportunity for Italian export in this so closely juxtaposed area. Leather bands for the manufacture of caps are imported to some extent.

LUMBER

Douglas Fir.—Of late, owing to the fact that the Naval Dockyard was selling off Douglas fir logs, these have been used by a firm who bought them

at 2s. 7½d. per cubic foot c.i.f. Malta from the dockyard, for the construction of lighters. The sizes used by this firm, who are interested in getting offers at a similar price c.i.f. Malta, are 30 feet up. Lighters are used in the commercial harbour.

Staves.—Staves are imported into Malta for the making of barrels for the fruit and vegetable industry. These are brought in sailing ships from Albania. The size is 3 feet by ¼ inch by from 3 inches to 6 inches. The staves are of poor-quality white pine. The tops of the barrels are 2 feet in diameter. The price is very cheap—round about 22 cents—sixteen to seventeen staves per barrel.

MACHINERY AND IMPLEMENTS FOR AGRICULTURE

Imports in 1929 were valued at £4,156, of which £2,070 are credited to the United States (principally windmills). The practical reasons why American windmills are preferred to those of competing nations are: (1) Purchasers say they are more powerful and made of better material; (2) they are fitted with a patent device which automatically puts the mill out of action in a high wind; and (3) with a device which automatically oils the machine for a period of a year. Another great reason why American windmills are selling is the very favourable terms they offer.

The other machinery is practically composed of petrol engines for pumping water, from the United Kingdom.

PAINT BRUSHES

Both English and Dutch types of paint brushes are in use. Samples and c.i.f. prices are essential, and three months' credit at least must be granted in this line, as in most other manufactured lines.

PAINTS AND COLOURS

The chief business is for marine work. Nearly three-fifths of the importations are in the hands of the British manufacturers. It is possible that Canadian firms, provided prices were competitive, might find a small market for automobile varnishes, etc.

TEXTILES

The total imports, chiefly from the United Kingdom, were valued at £75,525 in 1929. There is a fairly good market for knitted underwear for men. A well-known American bathing suit is on sale in the city of Valletta.

The bulk of the hosiery trade is in the hands of the United Kingdom and Italy. The United Kingdom has the better-quality goods, but cheap Italian manufactures are making headway. Of a total value of £37,634 in 1928, the United States is credited with £257.

TOBACCO

For Cigars.—A large quantity of tobacco from the United States is imported for the manufacture of cigars. Out of an importation of 1,716 English cwts. of tobacco for cigars, 1,330 cwts. came from the United States. The import duty on this tobacco is 2s. 6d. per kilo.

For Cigarettes.—In this case also the imports from the United States should be of interest to Canadian growers—2,490 cwts out of a total of 5,342 cwts. in 1929. The bulk of this tobacco, however, was Virginian, and imported for and by the British American Tobacco Company, who have a strong hold on the trade. There are also a number of small local factories for cigarettes, mostly in the hands of Greeks, who naturally use Macedonian tobacco, and do some exporting.

TOILET REQUISITES

Imports of toilet requisites were valued at £8,795 in 1929 (Canada £22). The figures for the previous year, which are available in greater detail than those for last year, showed that the United States shipped to the value of £313 out of a total of £8,061, the United Kingdom and France being—the first by over a third and the latter by just under a third—the chief sources of supply.

TOILET SEATS

The majority of woden manufactures have to be imported into Malta, generally from the cheaper European sources of supply such as Albania. They are of low quality and outside the range of Canadian competition at the price offered. A few toilet seats are imported from England. Building in the island of Malta is necessarily limited; there is little in the way of new construction. A new first-class winter-resort hotel is under project; that is the only possibility that is presented for a demand of any size springing up.

GOVERNMENT CONTRACTS

From time to time the Maltese Government calls for contracts for supplies direct as well as through the Crown Colony Agents. Canadian firms who have representatives in Malta should be able to tender for these supplies. Tenders for paper, high-tension cable, and transformers were called for during the writer's recent visit to Malta.

No Canadian paper comes into Malta. The daily newspapers are of small size, and the newsprint market probably would be of little interest to Canadian exporters. There is, however, some market for bond paper. Copies of a recent tender for Government supplies of paper and stationery are on file at the Department of Trade and Commerce, Ottawa.

Over \$70,000 in value of wrapping paper was imported during 1928, of which 50 per cent was cheap wrapping from Italy. Newsprint is chiefly Austrian and German; the value in 1928 was \$25,000. There is a good market for the importation of cigarette papers for local manufacturers.

TERMS

Terms to the trade in Malta are important. In certain products long terms of payment must necessarily be granted. Those countries that are obtaining business in Malta are undoubtedly extending credit, this varying widely according to the type of products sold. Liberal terms are undoubtedly a factor in obtaining a foreign market; but the greatest care should be taken in selecting representatives and agents in Malta. If Canadian firms are obtaining some business in this market, and their representatives visit Europe, it is suggested that their tours might extend to the islands of Malta. On the other hand, if it is impossible to make this visit, care should be exercised in regard to those agents to whom credit is granted. The better-class Maltese agent will stand comparison with similar agents in other countries, and, if business warrants it, he is undoubtedly worth backing.

Transshipment for Malta can be made through Liverpool; a line of steamers runs from that port to Malta.

FRENCH MARKET FOR PASTEURIZED LOAF CHEESE

MAURICE BÉLANGER, ASSISTANT TRADE COMMISSIONER

Paris, April 22, 1930.—France, besides being a large exporter of cheese, is a large importer. In 1929, for example, imports exceeded exports by 33,545 quintals or 73,954 cwts. The figures, according to official French statistics for the calendar years 1928 and 1929, are as follows:—

	1928	1929
Total imports	Cwts. 436,833	510,786
Total exports	Cwts. 418,125	403,248

Of the imports in 1929, Holland supplied 250,769 cwts., Switzerland 53,962 cwts., while 134,595 cwts. originated in Italy.

During the same period imports from Canada were as follows:—

	1929	1928	1927
Cwts	470	534	520
Dollars	10,502	11,735	10,788

There seems to be little possibility of increasing the sale of Canadian cheddar cheese in France, since this variety does not conform to the French taste. Only in one region—in the neighbourhood of Lille in Northern France—is there any demand—and that very restricted—for Canadian cheddar cheese. This developed as a result of the long stay of the Canadian troops in that section during the war, when it became customary for the soldiers to exchange rations with the French.

Recent developments, however, indicate that there is a potential market for pasteurized loaf cheese. Even though this cheese is milder in flavour than the varieties preferred in France, the absence of rind, together with the careful packing and wrapping methods employed, have contributed to its increasing popularity.

A well-known Canadian brand recently introduced in Paris met with great success, and a surprisingly large volume of sales was reached in the first few months. The great difficulty in connection with the introduction of a new brand on the market is the insuring of continuous and adequate supplies. Worthwhile agents insist on this, and in the case of the brand mentioned above, this Canadian firm met the difficulty by making deliveries from the stocks held by their London representatives. This made it possible to receive orders within a few days.

It will likewise be difficult to secure a worthwhile agent unless the exporter is willing to sell on open account, since most of the business in this line is handled in that way and French firms are usually averse to changing their methods. There are many firms in France with which reliable connections could be made on this basis, and the Canadian Trade Commissioner in Paris is in a position to recommend the right kind of an agent and to secure a report on his standing.

Manufacturers of pasteurized loaf cheese who have not already established connections in France and are desirous of extending their trade to that country are advised to communicate direct with the Canadian Trade Commissioner in Paris.

CANADIAN INFORMATION BUREAU AT ANTWERP EXHIBITION

The attention of Canadian exporters is drawn to the fact that an Information Bureau has been established in the Canadian Pavilion at the International Exhibition at Antwerp, under the charge of Mr. Maurice Belanger, Assistant Canadian Trade Commissioner at Paris. Representatives of Canadian firms travelling on the Continent are invited to make a point of calling at the Information Bureau.

TRADE COMMISSIONERS ON TOUR

The following Canadian Trade Commissioners are at present in Canada with the object of making a tour of the Dominion in the interests of Canadian trade with their respective territories: Mr. G. R. Heasman, Batavia, Java, whose territory includes the Straits Settlements, Federated Malay States, and Siam; Mr. James Cormack, of Havana, Cuba, who also covers Santo Domingo and Porto Rico; and Mr. Douglas S. Cole, Bristol, whose territory includes the West of England, the South Midlands, and South Wales. The following are their itineraries as at present arranged:—

Mr. Heasman

Quebec	May 17	Granby	June 2
Three Rivers	May 19	Drummondville	June 4
Montreal	May 20 to 31	Montreal	June 5

Mr. Cormack

Vancouver, New Westminster, Victoria	May 12 to 24	Calgary	May 28
Edmonton	May 27	Regina	May 30

Mr. Cole

Winnipeg	May 17 to 22	New Westminster	May 30
Regina	May 23	Victoria	June 2 to 5
Calgary	May 26 to 27	Vancouver	June 9 to 23
Vancouver	May 29		

Firms in Winnipeg and in British Columbia who desire to be brought in touch with the Trade Commissioners are requested to communicate with the Secretary, Canadian Manufacturers' Association, in Winnipeg and Vancouver respectively; in that of the other cities included in the above itineraries, with the Secretary of the Board of Trade or Chamber of Commerce.

NETHERLANDS COMMODITY MARKETS DURING 1929

L. S. GLASS, ACTING TRADE COMMISSIONER

I

ANIMALS AND ANIMAL PRODUCTS

Rotterdam, April 20, 1930.—*Silver Foxes*.—Under the heading "living animals," it is more than probable that over 90 per cent of the imports from Canada are live foxes. In 1928 the figure increased from 26,000 fl. in 1927 to 89,000 fl., and in 1929 there was a recession to 38,000 fl., due to the fact that for the time being there is sufficient breeding stock of foxes on hand to fulfil requirements. Imports for some time to come are likely to be for crossing or for strengthening strain. Imports from the United States were valued at 27,000 fl. in 1929 as against 42,000 fl. in 1928.

Meat.—Relatively Holland is an exporter rather than an importer of meat. Imports of beef in 1929 amounted to approximately something less than 5,000,000 fl., of which the Argentine supplied nearly 4,749,000 fl.

The above figures are exclusive of horse flesh, for which there is a market in Holland. Imports in 1929 were valued at 2,385,000 fl. (United States 1,875,000 fl.). For the time being it is impossible for Canadian firms to export to this market because of the embargo on Canadian meats and meat products.

Holland is also an exporter rather than importer of hog products such as bacon. Bacon and other pork flesh imports totalled 252,000 fl. in 1929.

Imports of lard have decreased from 5,270 tons in 1928 to 2,144 tons in 1929, Belgium supplying approximately 50 per cent of this total, and the United States the only other country with any important outlet in Holland.

The imports of talc and non-edible fats have continued to decrease, and in the past year there were 26,540 tons imported as against 29,803 in 1928. Imports from Canada in 1929 totalled 221 tons as against 195 in 1928. The United Kingdom increased from 1,911 tons in 1928 to 2,178 tons in 1929, practically exchanging places with the Argentine. The United States has the bulk of this trade: 15,469 tons as against 16,311 tons in 1928.

The United States supplied the bulk of the imports of oleo oil into Holland—4,074 tons in 1929 out of a total of 4,359 tons as against 3,618 tons out of a total of 4,062 tons in 1928.

Dairy Products.—In 1928 Holland exported 46,941 tons of butter and 92,080 tons of cheese as against 47,321 tons of butter and 95,815 tons of cheese in 1929. Such exports as there are from Canada to Holland are in reality destined for Germany.

Honey.—The use of honey in Holland is confined almost entirely to the bakery and confectionery trades, and for their purposes buckwheat and similarly coloured and flavoured honeys are in demand. The demand for table honey is almost negligible.

In 1928 imports amounted to 3,399 tons valued at 1,162,000 fl., increasing in 1929 to 3,788 tons valued at 1,358,000 fl. Cuba secured the greatest part of this trade (1,961 tons valued at 655,000 fl. in 1929), followed by France with 611 tons (269,000 fl.), Chile with 272 tons (93,000 fl.), the United States with 247 tons (98,000 fl.), Canada with 205 tons (76,000 fl.), and Germany with 205 tons (69,000 fl.). Holland is entirely a price market as regards this product.

FISH AND FISH PRODUCTS

As Holland is a maritime country and operates extensive fishing fleets, the demand for imported fish is limited and has been practically confined to salmon (smoked, canned, and frozen), sardines, pilchards, lobster, crab, and eels. Inquiries, however, are beginning to be received for other fish frozen or pickled, such as cod, halibut, and sole, for which a more or less sporadic demand may be expected when domestic supplies are scarce.

Salmon.—In 1929 Holland imported 399 tons of salmon—fresh, pickled, or smoked—valued at 798,000 fl. as against 337 tons in 1928 valued at 689,000 fl. Of this amount the United Kingdom supplied 188 tons against 131 tons in the previous year. (It is probable that a considerable portion of the imports from the United Kingdom are of Canadian origin and bought from large dealers in London.) Supplies were also received from the United States, Germany, and Poland. There have been some small direct shipments from Canada of fresh frozen salmon.

Canned Salmon.—Owing to the fact that there is no separate heading in the Dutch statistics for canned salmon, it is necessary to examine the figures for "fish n.o.s." to secure some idea of what the market is. In 1928 imports were 2,300 tons valued at 1,555,000 fl. as against 2,828 tons valued at 1,754,000 fl. in 1929, Canada with 110 tons valued at 66,000 fl. in 1929, as against 89 tons valued at 50,000 fl. in 1928. (Canadian figures show exports to Holland as

being \$33,966 in 1929 against \$33,975 in 1928.) The United States has the greatest share in this market: 925 tons valued at 447,000 fl. in 1928 and 1,376 tons valued at 589,000 fl. in 1929.

In 1927 Japan shipped to this market 18 tons of "fish n.o.s." valued at 22,000 fl.; in 1928, 82 tons valued at 60,000 fl.; and in 1929, 173 tons valued at 100,000 fl.

The shipments of these three countries do not, of course make up the total under the heading fish n.o.s., but it is almost entirely from these three sources that the supplies of canned fish such as salmon are derived. Japan has become a most active competitor during the past few years.

As this is solely a price market, the demand is for the cheapest fish with the best flavour. Japan has secured her foothold purely on a price basis; the quality of the fish is considered good and the price is much below that of Canadian offers. Recently finest quality pink salmon was offered for \$5.92 for forty-eight $\frac{1}{2}$ -pound talls and \$7.44 for ninety-six $\frac{1}{2}$ -pound flats. This was against Canadian prices for similar types of from \$6.45 to \$6.75 for the talls and for from \$8.25 to \$8.30 for the flats.

Lobster.—Japan has also proved to be a strong competitor against Canadian lobster. The crab meat shipped from that country is packed in attractive containers and is of a very tasty flavour; prices are, of course, considerably lower than for lobsters, the demand for which is very restricted. There is a large supply of fresh lobster and crab on this market, and the price of the canned product precludes any large sale.

Sardines.—While pilchards have a relatively small demand on this market, large quantities of sardines are consumed. Norway supplies the greater part of the imports—267 tons valued at 218,000 fl. in 1929 (almost entirely canned sardines)—and is followed by France and Portugal with 196,000 fl. and 83,000 fl. respectively.

Eels.—In 1928 Holland imported 664 tons of eels valued at 828,000 fl. as against 551 tons in 1928 valued at 658,000 fl. France and Denmark supplied the major portion between them, smaller contributions being made by Germany, Great Britain, Norway, and Sweden. Canada is not separately mentioned in the statistics. Some shipments of frozen and dried eels were, however, made.

Fishmeal.—There was an increase in the imports of fishmeal: 11,873 tons in 1928 as against 15,074 tons in 1929. Canada, Norway, the United Kingdom, Germany, and the United States are the sources of supply, and all showed increases except Germany. Canada increased her shipments from 2,170 tons in 1928 to 2,245 tons in 1929. The United States, a small supplier in 1928, with 530 tons, made the remarkable increase to 2,458 tons in 1929.

Norwegian herring meal is considered the best, and it is only when supplies of this product are relatively scarce or prices high that the demand for the pilchard meal from Canada and the United States becomes apparent. The method of reduction of the Norwegian meal is said to be superior to the North American, the protein content is higher, and the oil content lower. The other factor which militates against transatlantic sources of supply is the long sea voyage.

Fish Oil.—Holland is a large market for fish oil: vast quantities are consumed by manufacturers of margarine. In 1928, 55,810 tons valued at 18,528,000 fl. were imported, and in 1929, 88,931 tons valued at 31,465,000 fl. In 1928 the British Possessions in America supplied 47,637 tons valued at 15,905,000 fl. as against 45,961 tons in 1929 with an increased value at 16,341,000 fl. Canadian shipments increased from 455 tons valued at 152,000 fl. in 1928 to 1,170 tons valued at 397,000 fl. in 1929. South Africa supplied in 1929, 5,260 tons (1,802,000 fl.), and Australia 2,023 tons (698,000 fl.). Whale oil, the type most desired, is included under the heading of fish oil.

Owing to recent amalgamations in the margarine industry in Holland, it is probable that in the future most of the buying will be done through London, and this will make it difficult for Canadian firms to negotiate sales direct through Dutch buyers.

FRUIT

Fresh Apples.—During recent years a steady and slightly increasing demand for certain dessert apples of Canadian or American origin such as Jonathans, Winesaps, and Pippins has manifested itself.

Holland produces fruit in considerable volume, and imports depend more or less directly upon the condition of the Dutch crop. The year 1929 opened with heavy importations—9,000 tons in the first five months of the year. June likewise recorded large imports, but as the Dutch crop showed prospects of being a bumper one, a decline set in which continued until the end of the year.

The crop of apples was one of the best for many years in Holland, and this will probably react against imports in 1930.

Imports in 1929 showed an increase over 1928—no doubt due to the fact mentioned earlier in this report, that there is a growing demand for certain classes of American and Canadian fruit for dessert uses, and also to the heavy shipments during the first five months occasioned by the very poor crop of 1928.

In 1928 Canada was not entered in the returns as a shipper, but in 1929 is credited with 130 tons valued at 33,000 fl. The United States and Belgium are the principal sources of supply, shipping respectively in 1929, 9,145 tons valued at 2,186,000 fl. and 2,110 tons valued at 124,000 fl. Australia, Great Britain, and New Zealand were other sources of supply.

Dried Apples.—During the first nine months of 1929 41,937 pounds of dried apples valued at \$5,134 were imported from Canada, and owing to the adequate domestic supplies of fresh apples available in the last quarter of the year, this figure will not be greatly increased. Prices which Canadian producers were asking for their apples were considered too high.

The total imports of dried apples in 1929 were 3,857 tons valued at 2,275,000 fl.—a considerable increase over 1928, when 1,867 tons valued at 1,188,000 fl. were imported. The United States is credited with 1,716 tons valued at 1,089,000 fl. in 1928 and with 3,626 tons valued at 2,157,000 fl. in 1929. The increase over 1928 is again due to the extremely poor crop in Holland that year and the resultant shortage of apples for drying.

ECONOMIC CONDITIONS IN THE MIDDLE EAST

B. C. BUTLER, ASSISTANT TRADE COMMISSIONER

Batavia, April 8, 1930.—A marked improvement in the prospects of the business community in the Middle East began to reveal itself as the first quarter of the year proceeded, and the tone is now one of cautious optimism.

Export trade is on a sound basis. During the month of March the low prices which had prevailed began to show slight improvement as a result of restrictive measures. Import trade, however, is still dull, and importers and dealers in European piece goods and luxury articles are suffering heavily. Stocks on hand continue to be large.

Hopes are entertained that the general policy of restriction on the output of rubber, tea, tin, and sugar which has been adopted by the producers of the Dutch East Indies and Malaya may have good results. In the case of tea a definite limit of 12,000,000 pounds for 1930 has been set by producers in the Dutch East Indies. The producers of both areas have agreed to a cessation of tapping operations in the rubber industry for the month of May, in an effort to bring production down to the level of world consumption. It is argued by the opponents of these schemes that present world stocks and subsequent increases

in production when the restrictive measures are lifted will bring about a return to the former conditions. However, present prices are forcing producers to take some action, and it is generally hoped that the course they are adopting will result in increased prices for primary products and a consequent improvement in general business conditions throughout the Middle East.

The price war between the Bataafische Petroleum Maatschappij (Shell Oil) and Socony (Standard Oil Company of New York), which started towards the middle of March, is attracting some attention. Although no reasons have been made public, it is believed that Socony is making a strong bid to increase its sales in this territory and is taking this measure to cut into the Bataafische Petroleum Maatschappij's field. The latter company has taken this opportunity to effect economies; several hundred European employees and several thousand native coolies have been discharged. Prices have fallen almost 40 per cent, and gasoline is being retailed locally at 0.15 fl. (6 cents Canadian) per litre. Similar prices obtain throughout the Middle East.

DUTCH EAST INDIES

Due to the greater diversity of their products, the Dutch East Indies are fortunate in comparison with most other countries in the Middle East, all of which compete in world markets.

Trade returns for the month of January show an increase of exports of 29 per cent over the corresponding period of 1928, but a decrease of 3 per cent as against 1929. The value of exports, due to low prices, showed a decline of 17 per cent and 12.6 per cent respectively compared to the previous two years. Imports showed an increase of 13 per cent and 1.9 per cent in quantity over the preceding two years, and in value an increase of 8 per cent over 1928, but a decrease of 7.4 per cent as against 1929.

Money conditions became easier during February: the Java Bank reduced its discount rate from $5\frac{1}{2}$ to 5 per cent. A further decrease was made in March to $4\frac{1}{2}$ per cent.

The share market is dull, with rubber shares only showing a slight gain.

An increase in the number of failures and liquidations has occasioned no anxiety, since this situation has been anticipated due to the long period of falling prices.

MALAYA

The revenue returns of the Straits Settlements for 1929 totalled \$54.9 million (Straits), and showed a surplus of 20.8 million over the budget estimate. Expenditure totalled 35.7 million. These figures show the soundness of Malaya's position financially.

Some improvement in trade conditions was noted, although the returns are still on the decline. Imports during the month of January decreased 15 per cent and 7.6 per cent respectively as compared with the same month in 1928 and 1929. Exports decreased 23 per cent and 17.2 per cent, due chiefly to the lower prices prevailing. Production remained high, and it is hoped that the prices of tin and rubber will soon show the effects of rationalization.

The money market is easy, with the Bank of England rate at $4\frac{1}{2}$ per cent at the beginning and $3\frac{1}{2}$ per cent towards the end of March. This is one of the few more hopeful elements in the situation.

SIAM

No improvement has taken place in the economic conditions in Siam. The partial failure of the rice crops is the principal reason. Trade returns in January showed an increase of 12 per cent in exports and a decrease of 11 per cent in imports against the same period of 1929. However, the fundamental economic structure of the country remains sound.

MARKET FOR GAS STOVES IN ARGENTINA

HARRIS W. BRIGHTON, ASSISTANT TRADE COMMISSIONER

Buenos Aires, April 14, 1930.—Argentina affords a good market for Canadian gas stove manufacturers. In the city of Buenos Aires alone 1,000 new gas stoves are required every month.

As the purchasers of gas stoves are chiefly from a class of the community earning from 250 to 350 pesos (approximately \$100 to \$140 Canadian) per month, the essentials are low cost of stove and economical consumption of gas.

There are two types in demand. One is upright with four burners, consisting of two boilers, one fryer, and one grill—the last is necessary as Argentines use it a great deal—and below, the oven. The other type has also the four burners as specified above, and the oven on the right. The plate and oven are on the same level and set up on legs. The legs should be detachable so that the stove proper could be set on a built-in base if desired.

The stove should be substantial and durable. The oven may be insulated or not, but there is a greater demand for one well insulated with asbestos. Sheet metal enamelled with an imitation granite design is preferred. The door should be of solid construction, opening downwards, well-hinged, and remaining flat when open. The height of the oven is not as essential as width. A warming oven is not required.

As indicated above, one of the essentials is low gas consumption. On account of the amount of gas consumed by the usual type of star burner used on Canadian stoves, like those manufactured in the United States, they are not marketable here. There are two types of burners favoured. One is of British manufacture, while the other is made in Germany. The latter has two feed lines leading from the injector to the burner. At one point the gas is full on or as much pressure as might be required, and at another controls a second feed line allowing just sufficient gas to pass to keep the heat at a simmer; but the gas is under pressure from the main and thus the flame never goes out. In the British burner there is just the one feed line from the injector to the burner, and if you wish to keep the pit just simmering, you adjust a thumb screw on the tap control accordingly. This has one disadvantage in that in case of a draught the flame may go out while the gas remains on. Both of these burners are round and about two inches in diameter. The gas comes out of holes on the sides near the top of the burner, which is round, flat on top, and solid, and should be within an inch or two of the bottom of the utensil.

The feed lines to the stoves from the mains as a rule come into the houses and are carried along the walls at a height of $2\frac{1}{2}$ to 3 feet up from the floor. The houses here have no basements. Therefore in order to avoid a syphon where water might collect, the stove intake should be at a point on the same level as the plate. This is important, as if water collects in the pipe trouble always results.

In addition to the demand for household gas stoves, there is a limited market for larger ones suitable for hotels, restaurants, and clubs.

The local gas company conduct classes where housewives and chefs are instructed in the efficient use of gas for cooking purposes, and particular emphasis is placed on the economy of gas cooking due to the low consumption of the gas burners used, which require 62 litres of gas to boil two litres of water. A burner similar to those used in Canada consumes, in comparison, 122 litres, though it boils the same volume of water in three minutes less time. Cost, however, is the paramount consideration, and the British or German burners are therefore preferred to all others in this market.

GAS WATER HEATERS

There is also a limited demand in Argentina for gas water heaters. The sizes preferred are those which will heat two and three gallons of water per minute. They must be durable, nickel-plated, and have a high efficiency. Heaters to the extent of 77 to 88 per cent are favoured capable of raising the temperature of the water at least 70 degrees Fahrenheit. On account of local by-laws they are required to have a flue outlet to enable any gas to escape. There are some on the market without pilot jets, but it is recommended that the heaters be equipped with them.

It is suggested that an effort be made by Canadian manufacturers to develop a gas stove along the lines indicated above, paying particular attention to the construction of the burner, and, as also in the case of the water heater, the Canadian Trade Commissioner will be glad to assist in any way possible.

CANADIAN EXPORTERS SHOULD COVER MARTINIQUE AND GUADELOUPE

Canadian exporters interested in trade with the West Indies are urged to include in the itineraries of their representatives the French colonies of Martinique and Guadeloupe, which up to the present have been somewhat neglected. Canadian exports to these islands in 1928 were valued at \$371,000 and in 1929 at \$511,000, and it is believed that these figures could be greatly increased by the visits of representatives of Canadian firms.

ECONOMIC CONDITIONS IN GUADELOUPE

R. T. YOUNG, CANADIAN TRADE COMMISSIONER

Port of Spain, Trinidad, April 7, 1930.—Guadeloupe in common with other islands in the Caribbean is passing through a wave of depression. From information recently issued by one of the leading financial institutions in the colony, it is reported that imports and exports for the past three years were as follows:—

	1927	1928	Jan.-Sept., 1929
Imports.. . . . .Frs.	135,732,453	152,989,346	163,342,960
Exports.. . . . .Frs.	155,732,378	178,243,843	119,995,975

The following table shows the quantities of the island's chief products during the same period:—

	1927	1928	Jan.-Sept., 1929
Sugartons	24,000	31,750	960
Rumlitres	11,000,000	12,342,000	11,281,935
Coffeekilos	782,360	789,375	155,410
Cocoakilos	544,312	801,340	60,721
Vanillakilos	10,382	27,540	3,368
Bananaskilos	1,431,340	1,657,000	288,879

The production of sugar in 1929 was so small that it did not even suffice for local needs, and in many cases uncertainty prevailed as to whether factories and distilleries would be able to produce the normal amount owing to the shortage of canes. Factories and other buildings which were repaired or reconstructed after the hurricane have already indebted the planters very heavily, and it will require many years of work and rigid economy before they will be able to pay the debt. It is estimated that the crop of 1929 will yield about 25,000 tons (metric) of sugar, while the planting of the new crop which is now

completed is reported to appear favourable, and if the next rainy season is good, a normal crop may be expected in 1931.

Coffee exports for the first nine months of 1929 were 155,375 kilos as compared with 1928, when they amounted to 789,375 kilos. The difference between the two years may be attributed to the fact that at the end of 1928, after a particularly good rainy season which is very favourable to the coffee plant, a fine crop was expected, but the plants were unfortunately attacked by a pest which completely destroyed the berries. The loss was even greater than in the previous year, but in spite of this planters, favoured by a fertile soil, are giving much attention to the trees, so that it is hoped that within the next few years a normal crop may be produced.

Cocoa underwent an even greater trial than coffee during 1929. Coffee exports during the first nine months of 1929 were a sixth of those of 1928, while shipments of cocoa were only a twelfth of those of the corresponding period of the previous year, due to similar causes as those which affected coffee. Exports of cocoa in 1928 were 801,940 kilos, while for the first nine months of 1929 they amounted to 60,721 kilos. The depreciation in the world's markets also led to a decrease in the cultivation of this commodity.

Exports of vanilla during the first nine months of 1929 were 3,368 kilos as against 13,860 kilos for the same period in 1928. The cultivation of this orchid seems to be in process of abandonment. The trees which served as a support for the plant have for the most part been unprotected by recent hurricanes, which necessitates replanting, and planters, realizing the high stage of development which this commodity has reached in Madagascar, are now disinclined to cultivate it, so that crops comparable to those of former years are not to be expected.

Banana cultivation is a primary industry of the colony, but it has been handicapped by lack of organization. For the past twelve years bananas in varying quantities have been exported, but it was not until the hurricane of 1928 that it was found desirable to cultivate as a shelter for cocoa, and it is now used for this purpose over an area of 3,000 hectares. Numerous conferences have been held with a view to attaining some form of organization, but without any tangible results up to the present. Exports for 1928 were 1,246,528 kilos, while during the first nine months of 1929 they were 288,879 kilos.

POINTS FOR EXPORTERS TO VENEZUELA

JAMES A. STRONG, CANADIAN TRADE COMMISSIONER

Panama, R.P., April 26, 1930.—The Republic of Venezuela occupies a position in the northern part of South America, bounded on the north by the Caribbean Sea, on the east and south by British Guiana and Brazil and on the west by Colombia. It has an area of approximately 393,976 square miles, or only slightly less than that of the Province of Ontario.

TOPOGRAPHY

The northeastern range of the Andes extends along the north coast of Venezuela and serves as a barrier between the immense plains of the interior which lie to the north of the Orinoco river and the main centres of population of the Republic, practically all of which are on or adjacent to the coast. The Orinoco river, which practically divides the Republic from east to west, offers an effective means of transportation into the interior, but except for balata and some gold, the area in the immediate vicinity is unproductive as is that portion of the country—the Guiana Highlands—between the Orinoco and the borders of Brazil. The other important physical feature is the Lake Mara-

caibo basin, which extends inland some 135 miles. The channel, however, connecting the lake with the Caribbean Sea is too shallow to permit the passage of ships of more than eleven feet draft.

CLIMATE

While Venezuela lies immediately north of the Equator, within the Torrid Zone, the climate of the various sections of the country is more a question of altitude than latitude. Caracas, the capital, is at an elevation of 3,000 feet above sea-level and the annual average temperature is 67°. Maracaibo, however, situated in a low flat region has an average temperature of 85°. The climate in the interior plains and the southern section of the Republic is tropical.

There are generally two well-defined seasons—wet and dry—in the inhabited regions. The rainy season extends from May to November. The months from December to March are dry and as a rule cool. This is the best season of the year to visit Venezuela as regards climatic conditions.

POPULATION

According to the census of 1925, the population of Venezuela was placed at 3,026,878, of which 737,421 are shown as being able to read and write. Caracas is the largest city and is credited with a population of 135,253, and Maracaibo the second city with 74,767. The population of the district immediately surrounding Maracaibo is 222,000, while that of the Federal District (Caracas) is 195,000. The only other cities of importance are Valencia (population 36,804), Ciudad Bolivar (16,762), Barquisimeto (23,109), and Cumana (18,737).

There are around 300,000 Indians in Venezuela, but the great majority of the population are a mixture of Negro, Spanish and Indian. The white (Spanish) are a small minority.

COMMERCIAL CENTRES

There are three main commercial districts in Venezuela, Caracas which takes care of the centre of the country, Maracaibo and Ciudad Bolivar.

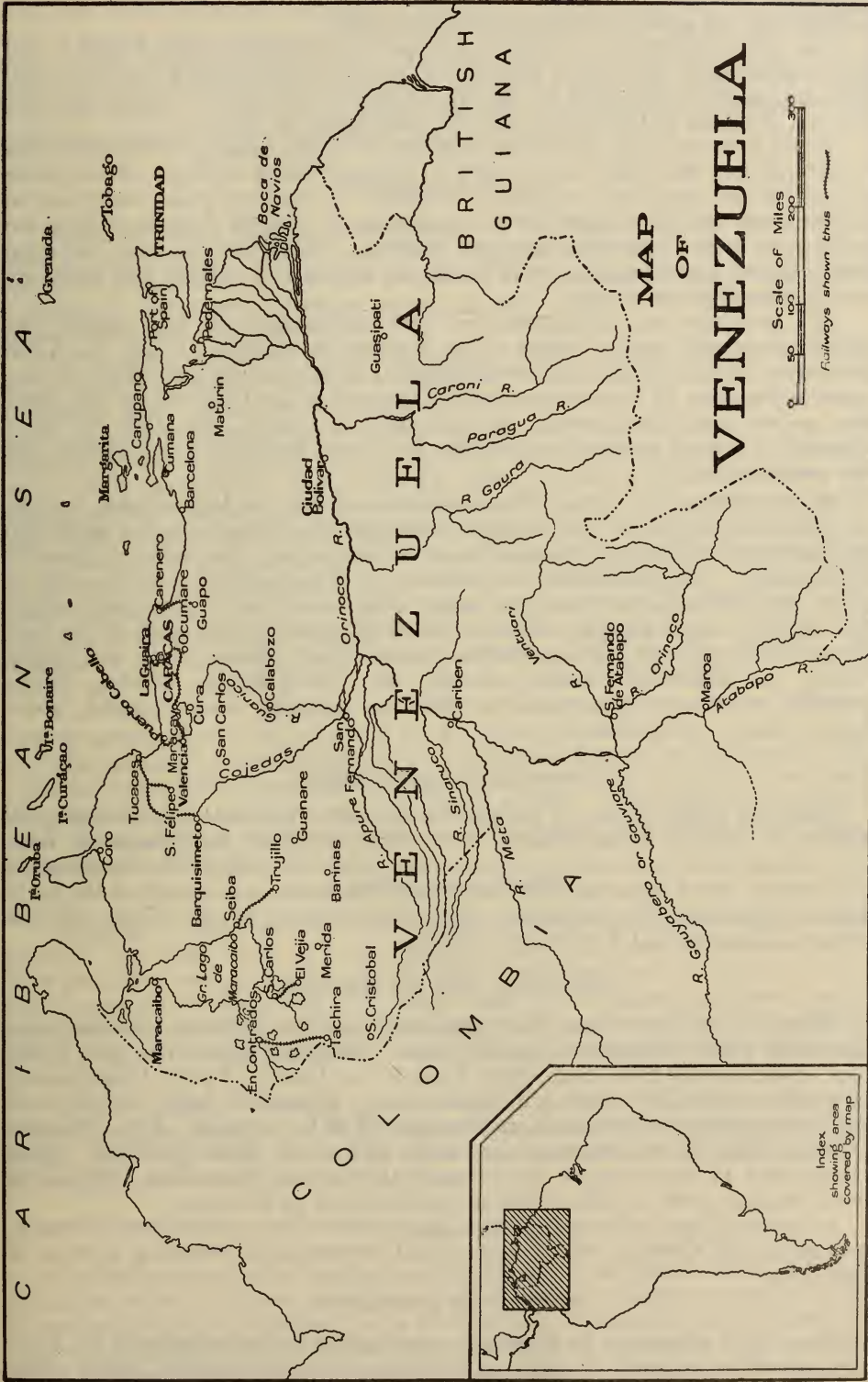
Federal Districts.—Although now surpassed by Maracaibo in volume of trade, this is the chief financial and commercial district. The main offices of the banks are located in Caracas, as are the largest commercial houses. The latter have branches in the other main centres, or have salesmen covering the more important towns. La Guaira is the port for Caracas and they are connected by a concrete paved highway and an electric railway. The distance is twenty-four miles.

Maracaibo District.—Maracaibo is the commercial centre for the district surrounding Lake Maracaibo. In addition to its importance in production of coffee and cocoa for export, it is the centre of oil production in Venezuela. It is also the port of entry for the Cututa region in Colombia.

Ciudad Bolivar.—Situated on the Orinoco River, Ciudad Bolivar controls the trade for a territory covering more than half of the area of Venezuela, but it is the least developed. The bulk of the trade is done through Port of Spain, Trinidad.

INDUSTRIES

Agriculture.—Aside from oil, the two principal exports from Venezuela are coffee and cocoa, and the general economic situation still depends on the production and market price of these two products. Coffee is grown in the Maracaibo region and in the elevated lands in the vicinity of Caracas. Cocoa is produced in the area bordering the north coast as well as in the district adjacent to Maracaibo. Sugar is also produced for export. Tobacco, cotton,



Prepared by National Intelligence Service
Department of the Interior, Canada

vegetables, and both Temperate Zone and tropical fruits as apples, peaches and bananas are grown for domestic consumption.

The dairy industry is centred in the town of Maracay, near Caracas, and the requirements of Caracas, Valencia, and the other surrounding towns in fresh milk and cream, butter, and cheese are supplied from there. The demand for imported products in this line, except for Maracaibo, is limited.

While Venezuela has vast areas suitable for cattle raising, the industry has not yet reached the stage, due to lack of transportation facilities, where there is meat in any quantity available for export. A packing plant, equipped to handle frozen beef for export, was constructed at Puerto Cabello during the war, but in recent years has not been utilized. There are, however, immense possibilities of development in this branch of agriculture. Hides and skins are an important item of export.

Oil Developments.—Venezuela is now established as the second oil-producing country in the world. The industry is centred around the Lake Maracaibo basin. While this development has had a marked effect on the economic situation of the country and the finances of the Government, its direct effect on the purchasing power of the people in general can easily be overestimated. The oil companies maintain their own stores and buy largely for their own account.

Manufacturing Industries.—Venezuela is essentially an agricultural country and manufacturing is so far relatively unimportant. The industries which do exist, however, are highly protected and several supply the bulk of domestic requirements. The production of footwear is of importance, and imports of leather and rubber-soled shoes are small. The other main industries include sugar refining, paper making—mainly wrapping—brewing—the bulk of the beer consumed is produced locally—cotton goods—chiefly coarse cloth and cheap clothing, i.e. underwear, hosiery, towels, etc. In addition, tobacco, cigars, cigarettes, wire nails, hats (straw), chocolate, laundry soap, cement, rope, mineral waters are produced.

INTERNAL COMMUNICATIONS

Since the main centres of population are on or adjacent to the coast, the question of internal transportation as it affects imported merchandise is relatively unimportant as compared, for example, with Colombia. The Government has, however, spent large sums in recent years on roads and several of the main highways connecting the important centres are concrete paved. There are five railways, all controlled by foreign capital.

STEAMSHIP AND AIR SERVICES

There are at present no direct steamship services between Canadian and Venezuelan ports. Shipments must be from Eastern Canada via New York. There are direct services from New York to La Guaira, Puerto Cabello, and Maracaibo—Red "D" Line and Dutch Line. Shipments from Pacific ports must be transhipped at Panama or Curacao (D.W.I.), or both. For shipments to Ciudad Bolivar, transshipments are made at Port of Spain, Trinidad. Ships of more than 11 feet draught cannot reach the port of Maracaibo. Shipments from European ports to Maracaibo are transhipped at Curacao.

An air-mail and passenger service has recently been inaugurated connecting Panama and Curacao via Cartagena and Barranquilla, returning by way of Maracaibo.

PARCEL POST SHIPMENTS

Parcel post shipments to Venezuela come under the supervision of the Customs authorities at port of entry, and duties must be liquidated before ship-

ment can be made to the interior. Germany, France, and the United States lead in taking advantage of these facilities, and it is used mainly for articles as perfumes, silks, medicines, etc. The postage rate from Canada is twelve cents per pound direct and nineteen cents per pound via New York, with maximum weight in each case of eleven pounds. Since there is no direct service, Canadian shippers would be obliged to pay the higher rate.

DOCUMENTATION

Shippers must follow in every detail the instructions of the buyer or his agent in Venezuela in order to avoid fines and other difficulties. The Venezuelan Consuls in Canada should also be consulted, as they supply gratis information in regard to procedure in preparing documents. There are Venezuelan consulates in Halifax and Montreal.

An invoice in triplicate should be supplied to the nearest Venezuelan consul or his substitute well in advance of shipment. The invoice must be made out in Spanish and contain the following information: name of shipper and consignee, place of shipment, port of destination, and the class, nationality, and name of vessel carrying the goods. It must show also the mark and numbering of each package, its class, contents, gross weight in kilos—in letters and figures—and its value in dollars at port of shipment. The number of packages, their weights and values must be totalled at foot of respective columns.

The contents of the package must be declared in the same terms as specified in the "Tariff Law," or when the article is not specified, the corresponding tariff classification. The use of ditto marks is not permitted. Words or marks erased or amended must be noted at bottom before the signature. When merchandise is not included in any of the tariff items, this must be stated on the invoice and a description given of the material stating composition.

All shipments of foodstuffs must be accompanied by a sworn statement that the goods have been inspected by a competent authority.

The consignee is considered under Venezuelan law to be the owner of the goods and may obtain possession of goods without presenting original documents, on payment of a small fee for a duplicate invoice. This should be borne in mind when sales are made on terms of cash against documents or documents on acceptance of draft.

MARKING OF PACKAGES

Packages of the same class, size, shape, weight and contents may be indicated by the same mark and one number in a single item. Otherwise two or more packages bearing the same marks must not be included in the same invoice. There may also be included in a single item with different numbers, various packages with the same contents although of different weights, if it is specified on the text of the declaration the weight of each package and the total weight of the lot.

When a package contains articles subject to different duties or under different classifications, the net weight of each must be shown and the gross weight of the tare. Otherwise the whole contents are subject to the highest rate of duty applicable to any part of the contents.

SAMPLES

Ordinary merchandise samples, imported in small pieces which obviously cannot be offered for sale, enter free of duty. When samples consist of articles of commercial value, intended to be re-exported, the importer must furnish the customs authorities with his manifest, a statement in triplicate, the commercial name and sale price of each article, the material from which it is made, its

dimensions and any other distinctive details, to identify it. After examination and appraisal of value, they are delivered to the importer upon a bond to cover duties, or interest for delay in payment and the charges on the cases. Samples may be re-exported within one year from entry. Samples may be imported under consular invoice or as passenger's baggage.

The only articles which can be sent to Venezuela as printed matter are newspapers, catalogues and certain books which treat of science, arts or trades. Dutiable articles are confiscated. Pamphlets or calendars for advertising purposes, lithographed, are dutiable.

PACKING

Packing should be light as possible, consistent with adequate protection for the goods, as duties are levied on the gross weight. The facilities for handling cargo at Venezuelan ports are modern and as inland transportation facilities are fairly adequate no other special care is necessary.

TARIFF

The import duties are high and are almost entirely specific—levied on gross weight. There are nine separate classifications in the tariff, with duties varying from one cent (B.05) to four dollars (B.20) per kilo (2.2 pounds). There are, however, surcharges of 30 per cent, $12\frac{1}{2}$ per cent, and $2\frac{1}{2}$ per cent on these duties, and a further surcharge is levied on certain specific articles amounting in certain cases to 50 per cent.

A surtax of 30 per cent is applied on all goods imported from the West Indies.

Supplies and materials imported for use by the oil companies are admitted free of Customs duties.

CREDITS

It is necessary that firms should be prepared to grant credits—usually 60 to 90 days' date—in order to secure orders in Venezuela. Importers extend credit to their customers, and they in turn expect credit terms from foreign houses. The best policy would appear to be for shippers to protect the larger importers, a considerable number of whom are in a strong financial position, and permit them to look after the requirements of the smaller firms. Quotations should be c.i.f. Venezuelan ports, and discounts should always be shown for payment on arrival of goods or for cash with order. The banks should always be consulted.

BANKS AND CURRENCY

In addition to the native banks, there are four foreign banks established in Venezuela. The Royal Bank of Canada has branches at Caracas, Maracaibo, Ciudad Bolivar, Valencia and Barquisimeto. The other foreign banks are the Anglo-South American Bank, the National City Bank of New York, and the Dutch Bank for West Indies. The monetary unit in circulation is the gold bolivar, with par value of 5.18 bolivars to the United States dollar. The currency is stable.

GENERAL

The letter rate from Canada is 8 cents for the first ounce and 4 cents for each succeeding ounce.

The metric system of weights and measures is in use and should be employed. In preparing documents covering shipments, it is essential for exporters to use this system.

Spanish is the official language, and it should always be used in correspondence unless there is some definite reason for believing that English will be understood.

REPRESENTATION

Whereas formerly export commission houses practically controlled the import trade, in recent years the tendency has been for foreign firms to place their own representative in the country. Personal representation is most important, and great care should be exercised in the selection of agents. A good agent is invaluable in the settlement of disputes and differences and in attracting new customers. It is frequently best to appoint a separate agent for Caracas and Maracaibo. An agent resident in Caracas usually covers the Maracaibo market through a sub-agent and vice versa. On the other hand, the large import houses have branch offices generally in all the important commercial centres.

GERMAN TARIFF CHANGES

L. D. WILGRESS, CANADIAN TRADE COMMISSIONER

[1 reichsmark (R.M.) = \$0.238; 100 kilograms (kg.) = 220 pounds]

Hamburg, April 22, 1930.—A new German tariff law has been passed by the Reichstag and Reichsrat and was signed by the President on April 15. This tariff law is in two parts. The first part provides for an increase in the duty on mineral oils other than lubricating oils from R.M.6 to R.M.10 per 100 kg. The second part contains measures for the protection of agriculture and gives the Government far-reaching powers in fixing the duties on grain. This is the fourth change within a year in the German duties on grain and comes in less than a month since the tariff law of March 26, 1930, which provided for increases in the duties on grain.

INCREASE IN THE WHEAT DUTY

The tariff law of December 22, 1929, which came into force on December 31, 1929, introduced variable duties on wheat and spelt according to the price of wheat within the range of R.M.3.50 to R.M.9.50 per 100 kg., a price of R.M.260 per metric ton (2,204 pounds) having to rule as the standard or average price for wheat. The tariff law of March 26, 1930, widened the range of the variable duties to between R.M.1.50 and R.M.12 per 100 kg. The effect of the new tariff law is to abolish the range of variable duties and to empower the Government to fix the duty in accordance with the development of wheat prices. The note to tariff item No. 2, applicable to wheat and spelt, now reads as follows:—

When the development of the wheat price requires it, the Government shall reduce or raise the customs duty for wheat and spelt. For this purpose a price of R.M.260 per metric ton is to rule as the yearly average price. The necessity for a change of the customs duty is to be examined at the latest after the expiration of a period of six months.

In accordance with the powers conferred by the new tariff law, the Government issued a decree on April 17, 1930, which has the effect of increasing the duty on wheat and spelt on April 25, 1930, from the present rate of R.M.12 to R.M.15 per 100 kg.

The following table shows the successive increases which have taken place during the past twelve months in the German duty on Canadian wheat:—

Date	Duty in Reichsmarks per 100 Kg.
Previous to July 10, 1929	5.50
July 10, 1929	7.50
January 20, 1930	9.50
March 27, 1930	12.00
April 25, 1930	15.00

INCREASED DUTY ON FLOUR

The tariff law of December 22, 1929, fixed the duty on "flour, also roasted or baked, of grain other than oats and barley" at one and a half times the duty on wheat plus a protection span of R.M.4.25 per 100 kg. The tariff law of March 26, 1930, increased the protection span to R.M.5.25 per 100 kg. The new tariff law has fixed the duty on flour of all kinds and also on other milled products at double the wheat duty plus R.M.1.50 per 100 kg. Accordingly, on April 25, 1930, the flour duty will be increased from the present rate of R.M.23.25 to R.M.31.50 per 100 kg.

The following table shows the successive increases which have taken place during the past twelve months in the German duty on Canadian flour:—

Date	Duty in Reichsmarks per 100 Kg.
Previous to July 10, 1929	12.50
July 10, 1929	14.50
February 11, 1930	18.50
March 29, 1930	23.25
April 25, 1930	31.50

CHANGES IN THE DUTY ON BARLEY

The tariff law of December 22, 1929, increased the duty on malting barley to R.M.9 per 100 kg. and the duty on feeding barley imported under customs control to R.M.5 per 100 kg. The tariff law of March 26, 1930, introduced variable duties on barley within the range of R.M.2 to R.M.10 per 100 kg. With effect from March 27, 1930, the Government by decree fixed the duty on all kinds of barley at R.M.10 per 100 kg. The new tariff law regulates the duties on barley by the following note to tariff item No. 3, applicable to barley:—

When the development of the economic situation requires it, the Government shall reduce or raise the customs duty for barley, whereby the customs duty for feeding barley under customs control shall be fixed between R.M.2 and R.M.12 per 100 kg. and the customs duty for other barley shall be equal to the customs duty for wheat.

By the decree of April 17, 1930, the Government has fixed the duty on feeding barley imported under customs control at R.M.10 per 100 kg. and that on other barley at R.M.15 per 100 kg., these rates of duty to be effective from April 25, 1930.

REGULATION OF THE DUTY ON RYE

The tariff law of December 22, 1929, introduced variable duties on rye according to market prices within the range of R.M.3 to R.M.9 per 100 kg., a price of R.M.230 per metric ton (2,204 pounds) having to rule as the standard or average price for rye. In accordance with this law, the Government fixed by decree the duty on rye at R.M.9 per 100 kg., which duty came into force for the products of countries having no trade agreements with Germany on January 20, 1930. The tariff law of March 26, 1930, provided for no change in the duty on rye. The new tariff law abolishes the range of variable duties and regulates the duty by the following note to tariff item No. 1, applicable to rye:—

When the development of rye price requires it, the Government shall reduce or raise the customs duty for rye. For this purpose a price of R.M.230 per metric ton is to rule as the yearly average price. The necessity for a change of the customs duty is to be examined at the latest after the expiration of a period of six months.

Up to the present the Government has issued no decree affecting the duty on rye, so that the former duty of R.M.9 per 100 kg. remains in force.

REGULATION OF THE DUTY ON OATS

The tariff law of December 22, 1929, fixed the duty on oats at the rate of R.M.8 per 100 kg. The tariff law of March 26, 1930, introduced variable duties

on oats within the range of R.M.4 to R.M.12 per 100 kg. Under this law the Government issued a decree fixing the duty on oats at R.M.12 per 100 kg., which duty came into effect on March 27, 1930. The new tariff law abolishes the range of variable duties and regulates the duty by the following note to tariff item No. 4, applicable to oats: "When the development of the economic situation renders it necessary the Government shall reduce or raise the customs duty for oats."

Up to the present no decree has been issued under the above law affecting the duty on oats, so that the present rate of R.M.12 per 100 kg. remains in force.

SUMMARY OF GRAIN DUTIES

The powers conferred on the Government to fix the duties on rye, wheat, barley and oats according to the provisions of the notes appended by the new tariff law to the items applicable to these grains are only to be valid until March 31, 1931. After this date the position will presumably revert to that established by the tariff law of December 22, 1929, since the provisions of the tariff law of March 26, 1930, applicable to the duties on wheat, oats and barley, are cancelled by the new tariff law.

The following is a summary of the duties on grain and flour, which will be in force on April 25, 1930:—

Tariff Item No.	Product	Duty in Reichsmarks per 100 Kg.
1	Rye	9.00
2	Wheat and spelt	15.00
3	Feeding barley under customs control	10.00
	Other barley	15.00
4	Oats	12.00
162	Flour, also roasted or baked	31.50
164	Grits and groats of grain	31.50
165	Other milled products of grain	31.50

DUTY ON BRAN

The tariff law of March 26, 1930, introduced a duty amounting to half the duty on rye for bran other than wheat bran, but wheat bran accompanied by certificates of purity recognized by the Government was to remain free of duty. The new tariff law abolishes the requirement of certificates of purity for wheat bran, which can henceforth be imported free of duty without restriction and this provision is made retroactive.

DUTY VALUE OF IMPORT CERTIFICATES

The tariff law of December 22, 1929, fixed the duty values of the duty-free import certificates granted to German exporters of grain, flour and certain other agricultural products. In the case of grains the duty values were fixed below the rates of duty applicable to the grains in question. (See *Commercial Intelligence Journal* No. 1357, February 1, 1930, page 175.) The new tariff gives the Government authority up to March 31, 1931, to increase or decrease the duty values of the import certificates up to the rates of customs duty applicable to the products in question. The Government further has authority to extend the import certificate system to live cattle, beef, live sheep, mutton and potato products, but the Treasury must not be debited by the import certificates to a greater extent than in the fiscal year 1929.

DUTIES ON MEAT

The new tariff law abolishes, with effect from July 1, 1930, the quota for the duty-free importation of frozen meat. The law also re-establishes the veterinary regulations which have been set aside in order to facilitate the importation of meat, but facilities respecting the veterinary regulations will

still be accorded to the importation of fresh internal organs, fresh heads and feet of hogs, and frozen livers.

The new tariff law increases the minimum duty on pork from R.M.32 to R.M.45 per 100 kg., and below this rate conventional duties cannot be fixed in any trade agreement concluded with another country.

DUTY ON LIVE HOGS

The tariff law of December 22, 1929, provided that when the price for class C hogs on the Berlin market for two weeks was on the average under R.M.70 per 50 kg. live weight, the customs duty of R.M.18 per 100 kg. on live hogs would be increased by 50 per cent until the above price is attained for a period of two weeks. Similarly a deduction of 50 per cent in the duty was to take place whenever the price exceeded R.M.85. This provision has led to frequent changes in the rate of duty. In the new tariff law the duty is regulated by a note to tariff item No. 106, which provides that when the price for class C hogs on the Berlin market is on the average for two weeks lower than R.M.75 per 50 kg. live weight, the customs duty for live hogs will be increased by 50 per cent until the price of class C hogs on the Berlin market on the average for two weeks reaches R.M.85. Further, the Government is authorized to raise the duty on live hogs to R.M.36 per 100 kg. if the prices of hogs on the German market are depressed through increased imports from other countries.

OTHER CHANGES IN AGRICULTURAL DUTIES

The new tariff law gives the Government up to March 31, 1931, authority to reduce or raise the customs duty on peas when the development of prices renders it necessary. The other changes in that part of the new tariff law concerned with the measures for the protection of agriculture involve increases in the duties on a number of other agricultural products, such as fodder beets, sugar beets, hops, hop meal, potato flakes, grapes, poultry, premier jus, tallow, fresh milk, buttermilk, eggs, starch, starch sugar and similar products, and wine from grapes. A number of these increases in duty can have no practical effect for the present since lower conventional rates of duty are fixed in treaties with other countries, and these rates can only be changed through negotiations with the countries concerned. The imposition of a duty of R.M.5 per 100 kg. on buttermilk, which has been duty-free, is the only one of these increases in duty which is likely to be of interest to Canadian trade.

The above tariff changes come into effect on the eighth day after the promulgation of the new tariff law, which was promulgated in the *Reichsgesetzblatt* of April 16, 1930.

GERMAN TARIFF REGULATIONS

L. D. WILGESS, CANADIAN TRADE COMMISSIONER

COMPULSORY MILLING OF DOMESTIC WHEAT

Hamburg, April 28.—The German Government by a decree have extended for the month of May, 1930, the compulsory milling of 50 per cent of domestic wheat in accordance with the Law of July 4, 1929. (A summary of this law was published on page 370 of *Commercial Intelligence Journal* No. 1336: September 7, 1929).

RESTRICTIONS ON IMPORTS OF UNITED STATES BARLEY

The German Government have issued a further decree, dated April 16, 1930, by which the original decree of September 27, 1928, governing the importation of barley from the United States, has been extended to remain in force until December 31, 1930. (A summary of the original decree was published on page 563 of *Commercial Intelligence Journal* No. 1290: October 20, 1928).

PARCEL POST TO SOUTH AND CENTRAL AMERICA AND THE WEST INDIES

Limit of Weight Increased

The limit of weight for parcel post parcels from Canada via New York to the following countries in South America has been extended from 15 to 20 pounds: Argentine Republic, Bolivia, Brazil, British Guiana, Chile, Colombia, Ecuador, Paraguay, Peru, and Uruguay.

The limit of weight to the following countries in Central America and the West Indies via New York has also been extended from 15 to 20 pounds: Bahamas, Barbados, Bermuda, British Honduras, Costa Rica, Dominican Republic, Dutch West Indies, Grenada, Guatemala, Haiti, Honduras Republic, Jamaica, Leeward Islands, Nicaragua, Panama Republic, Salvador, St. Lucia, St. Vincent, and Trinidad.

In addition to the countries in South and Central America and the West Indies with a 20-pound weight limit via New York included in the above lists, a 20-pound weight limit has been extended to parcels exchanged by direct route with the Bahamas, Bermuda, Leeward Islands, British Honduras, and British Guiana. The 20-pound limit also applies to parcels exchanged with the Argentine Republic by direct service. A direct exchange of parcel post has also been inaugurated with Brazil with a 20-pound weight limit.

BRITISH MERCHANDISE MARKS ACT

The Merchandise Marks Committee in a report respecting brooms and brushes (other than tooth brushes, shaving brushes, and artists' brushes) recommend the marking of imports with an indication of origin at the time of sale or exposure for sale. The method of marking specified is either by means of branding on the stock or handle of each brush, or of a label attached thereto, depending upon the particular type of brush under consideration. The report itself is in the possession of the Department of Trade and Commerce, Ottawa.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT KINGSTON, BELLEVILLE, PETERBOROUGH, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.); AND THE MARITIME PROVINCES TRADE COMMISSION, TORONTO.

Canadian exporters should, for follow-up purposes, send a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which it emanated.

Foodstuffs

479. BUTTER.—Importer in Panama City is desirous of having quotations on butter, unsalted, c.i.f. Panama.

480. CHEESE.—A commission agent in Havana, Cuba, desires to represent Canadian exporters of cheese.

481. BISCUITS.—Canadian biscuit manufacturers interested in export trade are requested to submit samples and quotations c.i.f. Java ports to Dutch East Indian firm in Amsterdam.

482. CANNED FRUITS.—Dutch East Indian importer in Amsterdam is desirous of getting in touch with Canadian exporters of canned fruits. Samples and prices, preferably c.i.f. Java main ports, should be forwarded.

483. CANNED GOODS, ETC.—A London firm of produce merchants and brokers, with a branch office in Liverpool, wish to effect connections with Canadian producers and exporters of canned salmon and lobster, canned fruits, and evaporated apples. They are prepared to buy outright, but would prefer to act in the capacity of agents.

484. CANNED SALMON.—Canadian exporters of canned salmon should forward samples and quotations, preferably c.i.f. Java main ports, to Dutch East Indian firm in Amsterdam.

485. FROZEN SALMON.—An importer in the Midland area desires to be placed in touch with exporters of frozen salmon. Quotations to be c.i.f. United Kingdom port, preferably in sterling.

Miscellaneous

486. CIGARETTES.—A firm of general importers in Batavia desire an agency for a Canadian cigarette.

487. FRUIT WRAPPERS.—Quotations are requested on grapefruit and orange wrappers by co-operative citrus producers' association in Jamaica. Samples are on file at the Department of Trade and Commerce, Ottawa.

488. PAPER AND CARDBOARD.—A commission agent in Havana, Cuba, desires to represent a Canadian exporter of vegetable parchment, waxed papers, and cardboard boxes.

489. SASHES AND FRENCH WINDOWS.—Kingston, Jamaica, merchants request quotations on sashes to specifications on file at the Department, also on French windows to specifications on file.

490. LINEN OR COTTON CLOTH (UNBLEACHED).—Manufacturers' representative in Buenos Aires wishes to obtain agency for linen or cotton cloth, unbleached. Samples and prices upon application.

491. RUBBERIZED FABRICS FOR AUTOMOBILES.—Manufacturers' representative in Buenos Aires wishes to obtain agency for rubberized fabric for automobiles. Samples and prices upon application.

492. FASTENERS FOR AUTOMOBILES.—Manufacturers' representative in Buenos Aires wishes to obtain agency for automobile side curtain and slip cover fasteners and upholstery tacks. Samples and prices upon application.

493. ELECTRIC CONDUIT.—A firm in Montevideo are interested in obtaining the representation of a Canadian manufacturer of electric conduit. Send catalogues, prices, and full particulars to the Canadian Trade Commissioner, B. Mitre 430, Buenos Aires.

494. GRINDING MILLS.—Prices f.o.b. Atlantic ports, including trade discount of 5 per cent, wanted for Cape Town on small grinding mills suitable for poultry farms. Shipping weights and measurements to be sent, also six full sets of catalogues and additional advertising material. Full information to Canadian Trade Commissioner, P.O. Box 683, Cape Town, South Africa.

495. STEAM STERILIZING EQUIPMENT OF DAIRIES.—Prices f.o.b. Atlantic ports including trade discount of 5 per cent, wanted for Cape Town on steam sterilizing equipment of dairies. Shipping weights and measurements to be sent, also six full sets of catalogues and additional advertising matter. Full information to Canadian Trade Commissioner, P.O. Box 683, Cape Town, South Africa.

496. CREAM SEPARATORS.—Prices f.o.b. Atlantic ports, including trade discount of 5 per cent, wanted for Cape Town on cream separators, capacity 8 to 10 gallons per hour. Shipping weights and measurements to be sent, also six full sets of catalogues and additional advertising matter. Full information to Canadian Trade Commissioner, P.O. Box 683, Cape Town, South Africa.

497. CHEESE-MAKING EQUIPMENT.—Prices f.o.b. Atlantic ports, including trade discount of 5 per cent, wanted for Cape Town on cheese-making equipment for cheddar and sweet milk varieties. Shipping weights and measurements to be sent, also six full sets of catalogues and additional advertising matter. Information to Canadian Trade Commissioner, P.O. Box 683, Cape Town, South Africa.

498. BULL RINGS, LEADS AND PUNCHES.—Prices f.o.b. Atlantic ports, including trade discount of 5 per cent, wanted for Cape Town on bull rings, leads and punches. Shipping weights and measurements to be sent, also six full sets of catalogues and additional advertising matter. Full information to Canadian Trade Commissioner, P.O. Box 683, Cape Town, South Africa.

499. CLOVER AND LUCERNE CUTTERS.—Prices f.o.b. Atlantic ports, including trade discount of 5 per cent, wanted for Cape Town on clover and lucerne cutters. Shipping weights and measurements to be sent, also six full sets of catalogues and additional advertising matter. Full information to Canadian Trade Commissioner, P.O. Box 683, Cape Town, South Africa.

500. TALC.—A North of England firm are open to receive samples and c.i.f. Manchester quotations.

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING MAY 12

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending May 12, 1930, with the official bank rate. Quotations for the week ending May 5, 1930, are also given for the sake of comparison.

Country	Unit	Parity	Nominal Quotations in Montreal Week ending May 5	Nominal Quotations in Montreal Week ending May 12	Official Bank Rate
Austria	Schilling	.1407	\$.1430	\$.1427	6
Belgium	Belga	.1390	.1400	.1398	3
Bulgaria	Lev	.0072	.0072	.0072	10
Czechoslovakia	Krone	.0297	.0297	.0296	5
Denmark	Krone	.2680	.2687	.2681	4 $\frac{1}{2}$
Finland	Markka	.0252	.0252	.0252	6 $\frac{1}{2}$
France	Franc	.0392	.0393	.0393	2 $\frac{1}{2}$
Germany	Reichsmark	.2382	.2396	.2391	5
Great Britain	Pound	4.8666	4.8794	4.8678	3
Greece	Drachma	.0130	.0130	.0130	9
Holland	Guilder	.4020	.4040	.4032	3
Hungary	Pengo	.1749	.1756	.1753	6
Italy	Lira	.0526	.0526	.0525	6
Jugo-Slavia	Dinar	.1930	.0177	.0177	5 $\frac{1}{2}$
Norway	Krone	.2680	.2687	.2681	4 $\frac{1}{2}$
Portugal	Escudo	1.0805	.0451	.0450	8
Roumania	Leu	.0060	.0060	.0060	9
Spain	Peseta	.1241	.1241	.1222	5 $\frac{1}{2}$
Sweden	Krona	.2680	.2696	.2688	3 $\frac{1}{2}$
Switzerland	Franc	.1930	.1945	.1939	3
United States	Dollar	1.0000	1.0037	1.0018	3
Argentina	Peso (Paper)	.4244	.3889	.3857	—
Brazil	Milreis	.1196	.1191	.1187	—
Chile	Peso	.1217	.1214	.1212	6
Colombia	Peso	.9733	.9711	.9693	9
Mexico	Peso	.4985	.4780	.4768	6-7
Peru	Sol	.40	.4015	.4007	7
Venezuela	Bolivar	.1930	.1932	.1928	—
Uruguay	Peso	1.0342	.9259	.9292	—
Cuba	Peso	1.0000	.9993	.9993	—
Hongkong	Mex. Dollar	.3746	.3746	.3660	—
India	Rupee	.3650	.3638	.3631	6
Japan	Yen	.4985	.4956	.4949	5.48
Java	Guilder	.4020	.4040	.4032	4 $\frac{1}{2}$
Shanghai	Tael	.4705	.4705	.4596	—
Siam	Baht (Tical)	.4424	.4541	.4533	—
Straits Settlements	Dollar	.5678	.5639	.5628	—
British Guiana	\$	1.0000	1.01—1.02	1.00 $\frac{1}{16}$ —1.01 $\frac{1}{16}$	—
Barbados	\$	1.0000	1.01—1.02	1.00 $\frac{1}{16}$ —1.01 $\frac{1}{16}$	—
Trinidad	\$	1.0000	1.01—1.02	1.00 $\frac{1}{16}$ —1.01 $\frac{1}{16}$	—
Jamaica	Pound	4.8666	4.8782	4.8666	—
Other British West Indies	\$	1.013	1.00 $\frac{1}{8}$ —1.02 $\frac{1}{8}$	1.00 $\frac{1}{16}$ —1.01 $\frac{1}{16}$	—
Martinique	Franc	.0392	.0393	.0393	—
Guadeloupe	Franc	.0392	.0393	.0393	—

STEAMSHIP LINES TO THE PANAMA CANAL

Lines to the Panama Canal, a publication issued by the Panama Canal Press, Mount Hope, Canal Zone, has been forwarded to the Department of Trade and Commerce by Mr. J. A. Strong, Canadian Trade Commissioner in Panama City, and may be consulted by Canadian firms interested. This publication gives a list of the services through the Panama Canal classified by the principal trade routes; the various air services; passenger communications with the Panama Canal; a list of steamship lines, etc., having agents on the isthmus, with the names of their representatives; a list of foreign consuls and diplomatic representatives in the cities of Panama and Colon; a list of toll charges for transit of the Panama Canal; and tables of distances from various foreign ports.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Montreal

To Antwerp.—Montrose, May 22; Beaverdale, May 23; Metagama, June 5; Beaverhill, June 6—all Canadian Pacific; Grey County, May 20; Brant County, June 3—both County Line.

To Avonmouth.—Salacia, Anchor-Donaldson Line, June 14; Oranian, Dominion Line, May 31.

To Belfast and Dublin.—Carrigan Head, Head Line, June 17 (cargo accepted for Londonderry and Cork).

To Cardiff.—Oranian, Dominion Line, May 31.

To Glasgow.—Minnedosa, May 28; Melita, June 11—both Canadian Pacific; Athenia, May 30; Moveria, June 6; Letitia, June 13—all Anchor-Donaldson.

To Liverpool.—Duchess of Athol, May 23; Duchess of Richmond, May 30; Duchess of Bedford, June 6; Duchess of York, June 13; Montcalm, June 14—all Canadian Pacific; Andania, May 23; Antonia, June 6—both Cunard Line; Albertic, May 24; Laurentic, May 31; Doric, June 14—all White Star Line.

To London.—Beaverdale, May 23; Beaverbrae, May 30; Beaverhill, June 6; Beaverford, June 13—all Canadian Pacific; Aurania, May 23; Ascania, May 30; Alaunia, June 6; Ausonia, June 13—all Cunard Line; Calgaric, May 30; Megantic, June 13—both White Star Line.

To Manchester.—Manchester Commerce, May 22; Manchester Citizen, May 29; Manchester Division, June 5; Manchester Brigade, June 12—all Manchester Line.

To Newcastle and Leith.—Cairnross, May 23; Cairnglen, May 30—both Cairn-Thomson Line.

To Southampton.—Montclare, May 29; Montrose, June 19—both Canadian Pacific; Calgaric, May 30; Megantic, June 13—both White Star Line.

To Swansea.—Salacia, Anchor-Donaldson, June 14; Oranian, Dominion Line, May 31.

To Havre.—Grey County, May 20; Brant County, June 3—both County Line.

To Italian Ports.—Valfiorita, Lloyd Mediterraneo Italian Service, June 7.

To Hamburg.—Montclare, May 29; Beaverbrae, May 30; Beaverford, June 13—all Canadian Pacific; Emden, May 30; Kings County, June 13—both County-Hamburg American Line; Crefeld, May 24; Koeln, June 14—both North German Lloyd.

To Bremen.—Crefeld, May 24; Koeln, June 14—both North German Lloyd.

To Rotterdam.—Labelle County, May 22; Hada County, June 4—both County Line.

To Bermuda, Santo Domingo, Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, Barbados, Grenada, Trinidad and Demerara.—Colborne, Canadian National, May 31.

To Hamilton, Nassau, Kingston and Belize.—Lady Rodney, May 23; Cavalier (freight to Kingston only), May 30—both Canadian National.

To Bermuda, St. Kitts, Antigua, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo.—Tyriifjord, May 30; Manhem, June 13—both Ocean Dominion SS. Corp.

To Australian Ports.—Canadian Scottish, Canadian National, May 30.

To New Zealand Ports.—Canadian Challenger, Canadian National, May 23.

To South African Ports.—Calgary (also calls at West African ports), Elder Dempster Line, May 25.

To South American Ports.—Canadian Skirmisher, Canadian National, May 20.

To St. Pierre-Miquelon and St. John's, Nfld.—Cabot Tower, May 20 and June 12; a steamer, May 29—both Newfoundland-Canada SS. Ltd.; Rosalind, Furness-Red Cross Line, May 23 (also calls at Charlottetown).

To Cornerbrook, Nfld.—North Voyageur, May 19 and June 2; New Northland, May 28 and June 13—both Clarke SS. Co.

From Charlottetown

To St. Pierre-Miquelon and St. John's, Nfld.—Sollund, Newfoundland-Canada SS. Ltd., May 26 and June 9.

From Quebec

To Southampton.—Empress of Australia, May 21 and June 11; Empress of Scotland, May 28 and June 18; Empress of France, June 4—all Canadian Pacific.

From Halifax

To London.—Mississippi, Leyland Line, June 4.
 To St. John's, Nfld.—Sollund, Newfoundland-Canada SS., May 24 and June 7 (also calls at Newfoundland outports).
 To St. Pierre-Miquelon.—Sollund, Newfoundland-Canada SS., May 24 and June 7.
 To Bermuda, St. Kitts, Antigua, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo.—Spica, May 22; Tryifjord, June 5; Manhem, June 19—all Ocean Dominion.
 To Kingston, Jamaica.—Catheart, May 19; Cavelier, June 2—both Canadian National.
 To Bermuda, Santo Domingo, Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, Barbados, Trinidad and Demerara.—Champlain, May 22; Colborne, June 5—both Canadian National.
 To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Drake, Canadian National, May 30.

From St. John

To Port Said, Suez, Port Sudan, Aden, Mombasa (Kilindini), Tanga, Dar-es-Salaam, Rangoon and Calcutta.—City of Manila, American and Indian SS., May 23.
 To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Drake, Canadian National, May 22.
 To St. Pierre-Miquelon and St. John's, Nfld.—Sollund, Newfoundland-Canada SS. Ltd., May 21.

From Vancouver

To Yokohama, Kobe, Shanghai, Hongkong and Manila.—Empress of Asia, May 29; Empress of Canada (also calls at Honolulu), June 12; Empress of Russia, June 26—all Canadian Pacific.
 To Yokohama, Kobe, Mûke and Hongkong.—Ixion, June 3; Tyndareus, June 24—both Blue Funnel.
 To Yokohama, Kobe and Osaka.—Paris Maru (also calls at Dairen and Taku), Osaka Shosen Kaisha, June 11.
 To Yokohama, Kobe, Osaka and Moji.—Africa Maru (also calls at Shanghai), May 24; Arabia Maru, June 22—both Osaka Shosen Kaisha.
 To Auckland, Wellington, Lyttelton and Dunedin.—Golden Coast, Oceanic and Oriental Navigation Co., June 17.
 To Honolulu, Suva, Auckland and Sydney.—Aorangi, May 28; Niagara, June 25—both Canadian-Australasian Line.
 To Auckland, Wellington, Melbourne and Sydney.—Hauraki (also calls at Papeete and Adelaide), Canadian-Australasian Line, June 1.
 To Sydney, Adelaide and Melbourne.—Oakworth, Australian B.C. Shipping Co., May 28.
 To Brisbane, Sydney, Newcastle, Melbourne and Adelaide.—Indianic, May 30; a steamer, June—both Transatlantic SS. Co. Ltd.
 To Manchester.—Bradglan, Reardon Smith Line, May 26; Pacific President, Furness (Pacific) Ltd., May 31.
 To Liverpool, Southampton, London and Rotterdam.—Dinteldyk, May 22; Loch Katrine, June 4; Loch Monar, June 18—all North Pacific Coast Line.
 To Havre, Dunkirk, Bordeaux and Antwerp.—Arizona, May 24; Winnipeg, June 1—both French Line.
 To Hamburg, Bremen and Antwerp.—Tacoma, May 26; San Francisco, June 12; Oakland, June 26—all Hamburg-American Line; Moerdyk (also calls at Rotterdam), North Pacific Coast Line, May 27.
 To Barcelona, Marseilles, Genoa, Leghorn, Naples, Venice and Trieste.—Fella, May 31; Cellina, June 28—both Navigazione Libera Triestina.
 To Santos, Rio de Janeiro, Buenos Aires, Montevideo, Rosario and Santa Fé.—Villanger, Westfal-Larsen, June 13.
 To Capetown, East London, Durban and Lourenco Marques.—Neptunian, B.C. Shipping Agencies Ltd., early in June.
 To Port of Spain (Trinidad) and Bridgetown (Barbados).—Rickmers, Canadian Transport Co. Ltd., May 20.
 To Puerto Colombia.—Point San Pablo, June 2; Point Fermin, June 16; Point Montara, June 27—all Gulf Pacific Line.

Note—Firms who desire information concerning ocean mail services may have their names placed on the mailing list of the Post Office Weekly Bulletin by applying to the Post Office Department.

CANADIAN GOVERNMENT TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, B. Mitre 430, Buenos Aires. (Territory includes Chile and Uruguay.) *Cable Address, Canadian.*

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

Commercial Agent: B. Millin, The Royal Exchange, Sydney, N.S.W.

Belgium

Jean J. Guay, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.* (Territory includes Roumania, Bulgaria, Hungary.)

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Ed. Da "A Noite," Sala 802, Praca Maua. *Cables, Canadian.*

British West Indies

Trinidad: R. T. Young. Address for letters—P.O. Box 125, Port of Spain. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*

Jamaica: F. W. Fraser, P.O. Box 225, Kingston. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, the Bahamas and British Honduras.) *Cable Address, Canadian.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—Daily News Building, 17 The Bund, Shanghai. *Cables, Canadian.*

Cuba

James Cormack. Address for letters—Apartado 1945. Office Address: Calle Obrapia 35, Havana, Cuba. (Territory includes San Domingo and Porto Rico.) *Cable Address, Canadian.*

France

Hercule Barré, 3 rue Scribe, Paris (9). (Territory includes French Colonies in North Africa, Egypt, Palestine, Syria.) *Cable Address, Cancomac.*

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Canadian.* (Territory covers Germany—except the Rhine Valley—Czechoslovakia, Austria, Poland, Esthonia, Latvia, Lithuania and Soviet Russia.)

Greece

Henri Turcot, 8 Metropole Street, Athens. (Territory includes Turkey.) *Cable Address, Canadian.*

Hongkong

Paul Sykes. Address for letters—P.O. Box 80. Office—Exchange Building, Hongkong. Territory includes South China, the Philippines, and Indo-China. *Cables, Canadian.*

India and Ceylon

Richard Grew, P.O. Box 2003, office, 8 Esplanade Mansions, Government Place East, Calcutta. *Cable Address, Canadian.*

Irish Free State

J. H. English, 66 Upper O'Connell street, Dublin. *Cable Address, Canadian.*

Italy

A. B. Muddiman, Via Manzoni Nr. 5—Milan (102). *Cables, Canadian.* Territory includes Spain, Portugal, Gibraltar, Canary Islands, Malta, Italian Colony in Africa, Albania, Jugoslavia, and Cyprus.)

NOTE.—Bentley's Second Phrase Code is used by Canadian Trade Commissioners.

Japan

Tokyo: J. A. Langley, Commercial Secretary Address for letters, P.O. Box F. 101, Tokyo Central. Office, Imperial Life Assurance Building, Marunouchi, Tokyo. *Cables, Canadian.* Kobe: Acting Trade Commissioner. Address for letters, P.O. Box 230. Office, Chamber of Commerce Bldg., Kobe. *Cables, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. (Territory includes Central American Republics.) *Cable Address, Cancoma.*

Netherlands

J. C. Macgillivray, Beursplein 26B, Rotterdam. (Territory includes the Rhine valley and Switzerland.) *Cable Address, Canadian.*

Netherlands East Indies

G. R. Heasman, P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Yorkshire House, Shortland street, Auckland. *Cable Address, Canadian.*

Norway

F. H. Palmer, Jernbanetorget 4, Oslo. (Territory includes Scandinavian countries and Finland.) *Cable Address, Canadian.*

Panama

J. A. Strong, P.O. Box No. 222, Panama City. (Territory includes Venezuela and Colombia.) *Cable Address, Canadian.*

Peru

G. R. Stevens, Casilla 1212, Lima. Office, Calle Coca, 478. (Territory includes Bolivia and Ecuador.) *Cable Address, Canadian.*

South Africa

C. S. Bissett, P.O. Box 683. Office, Westminster House, Adelderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

London: Harrison Watson, Canadian Building, Trafalgar Square, S.W. 1, England. *Cable Address, Sleighing, London.*

London: J. Forsyth Smith, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C. 2. *Cable Address, Canfrucum.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany and Spain.)

Liverpool: Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street, *Cable Address, Canadian.*

Bristol: Douglas S. Cole, Sun Building, Clare street. *Cable Address, Canadian.*

Glasgow: Gordon B. Johnson, 200 St. Vincent Street, Scotland. *Cable Address, Cantracom.*

United States

New York City: Frederic Hudd, 44 Whitehall street. (Territory covers New England, Atlantic seaboard states. Pennsylvania; also the Bermudas.) *Cables, Cantracom.*

Chicago: R. S. O'Meara, Willoughby Tower, 8 S. Michigan Avenue. (Territory covers the Middle West and the Mississippi Valley.) *Cables, Canadian.*

San Francisco: H. R. Poussette, Suite 405, Alaska Commercial Building, 310 Sansome St. (Territory covers the Pacific seaboard and Rocky Mountain states.)

Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. James Malcolm, M.P.

Deputy Minister: F. C. T. O'Hara

Director, Commercial Intelligence Service: C. H. Payne

Published in English and French. Subscription Price for either edition: \$1 per annum in Canada (single copies 5 cents each); \$3.50 outside the Dominion (single copies 10 cents each). Remittances, which may be made by Post Office or Express Orders, or Drafts, or Cheques, payable at par in Ottawa, should be addressed to the King's Printer, Government Printing Bureau, Ottawa.

Vol. XLII

Ottawa, May 24, 1930

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TABLE OF CONTENTS MAY 26 1930

	Page		Page
Australian Financial and Commercial Conditions	761	Netherlands' Commodity Markets in 1929—II	789
Australian Restrictions on Imports	764	Documentation for Shipments for Chile	791
Exports from Canada to the United States under Three Tariffs.....	768	Trade Commissioners on Tour.....	792
Argentina: the Country and Its Prospects—I	770	Parcel Post to Union of South Africa via New York	793
Market in Argentina for Pick and Axe Handles	774	Letter Rate from Canada to Venezuela Tariff Changes, etc.	793
Economic Conditions in Venezuela... ..	774	Irish Free State Reduces Duty on Wine	793
Flour Trade in the Middle East	777	Bermuda increases Tariff Preference War Materials for China require Certificate	794
German Market for Canned and Dried Fruits and Vegetables.....	779	Increase in Greek Wheat and Flour Duties	794
Economic Conditions in North of England	782	Trade Inquiries	794
Milk Powder in North of England... ..	783	Foreign Exchange Quotations.....	796
Wallboard Market in Scotland.....	785	Sailings from Canadian Ports.....	797
Irish Free State Budget.....	786	List of Acts, etc., Administered.....	799
South African Market for Fruit Pulp.....	787	Commercial Intelligence Service.....	800
Trade of Grenada in 1929.....	787		
Changes in the Consular List.....	788		

AUSTRALIAN FINANCIAL AND COMMERCIAL CONDITIONS

D. H. ROSS, CANADIAN TRADE COMMISSIONER

Melbourne, April 24, 1930.—The trade returns of the Commonwealth for the first eight months (July to February) of the fiscal year are shown as follows:—

Imports of merchandise..	£96,447,671
Exports of merchandise	64,577,428
Excess of imports over exports	£31,870,243
Exports of bullion and specie	£16,399,544
Imports of bullion and specie	187,992
Excess of exports over imports	£16,211,552

Large shipments of gold from Australia are an outstanding feature of the trade figures, comparing with £2,203,901 for the similar period of 1928-29. The decline in the value of wool exports in the eight-months period was £19,244,507, and in wheat £6,505,695. Compared with the corresponding period of last year, the total exports of merchandise indicate a contraction of no less than £31,-951,374, while imports declined by only £542,928.

Record customs collections for March indicate that the reports of impending increases in duties on imports added hundreds of thousands of pounds to the revenue from that source. Importers were for some time apprehensive of definite action being taken by the Government to check excessive imports, and deliveries from overseas were pressed in anticipation of higher duties being imposed. Thus the duties paid in March amounted to £4,729,956, constituting a record for any month since Confederation (January, 1901), and an increase of £1,419,214 over March, 1929. The aggregate customs revenue for the nine months of the fiscal year was £34,376,334 (\$167,068,983). Since the new tariff policy became operative on April 4 the revenue from imports has fallen by nearly £600,000 in comparison with similar weeks of last year, though it is conceded that the record collections in March have a substantial bearing in this reduction.

Aggregate postal revenue (stamps, telegrams, and telephones) for the nine months—to March 31—of the current financial year was £10,142,176 (\$49,290,975), exceeding the previous period of 1929 by £659,504 (\$3,205,189).

On April 4 a cablegram sent to the Department of Trade and Commerce, Ottawa, which appeared in *Commercial Intelligence Journal* No. 1367 (April 12), verified a prediction submitted in a report forwarded from this office on March 18 relative to prospective legislation restricting importations into Australia.

While these restrictions will continue to be enforced, the reduction in customs revenue is variously estimated at from £6,000,000 to £8,000,000 per annum. The Government has not yet announced how they propose to make up this substantial deficiency, though it appears inevitable that increased taxation from other revenue sources can be anticipated.

TRADING OUTLOOK IN AUSTRALIA

During the last month there has been no improvement in trading conditions throughout the Commonwealth. Nor is there any prospective relief from the depression which has become more marked in each succeeding month. Manufacturers (despite the high customs duties) and importers alike share in the prevailing reduction of their sales through the purchasing power of the people being substantially curtailed. Some of the largest industrial plants are only working half-time, while others have perforce discharged many men through lack of demand for their products. The large importing houses have been taking stock of their position and are endeavouring to adjust their future trading in conformity with the surtax of duties and prohibition of some commodities which became operative on April 4. Moreover, existing stocks, both in store and in bond—especially of dry goods—are fairly heavy, and it will under present conditions be some months at least before imported lines are distributed. Then it will be demonstrated whether the effect of recent tariff adjustments is a curative for the existing unemployment difficulty, which has become more pronounced with the approach of winter months.

Seasonal conditions—as this mail closes—for agricultural and pastoral areas in some of the states are not satisfactory. The anticipated rainfall this month so far has been disappointing, and many districts are feeling the effects of a rather prolonged dry spell. Moisture is required for the preparation of land for wheat seeding, and to provide winter grass for feeding sheep and cattle. However, it is not yet too late for either condition being fulfilled, though a generous rainfall is much to be desired within the next few weeks.

AUSTRALIAN EXCHANGE ON LONDON

While the associated banks quote nominally the appended rates of exchange on London, it is still exceedingly difficult to obtain credits abroad. As

funds are obtainable from the realization of exports, the banks continue to ration credits to the best of their ability.

On the other hand, the demands of importers are so insistent that any available opportunity to secure credits in London—at considerably higher rates than those quoted—is eagerly pursued. Hence exporters of wool, butter, and other commodities are making a handsome profit on the difficult exchange situation.

Some Canadian exporters, as well as those in other countries, are now placing the collections of their drafts at fixed deposit for twelve months in Australian banks, for which 5 per cent interest is allowed for that term.

To-day's rates are as follows:—

Buying		(On basis of £100)	Selling	
£	s. d.		£	s. d.
106	2 6	Telegraphic transfer	106	10 0
105	7 6	On demand	106	1 3
104	15 0	30 days	105	12 6
104	3 9	60 days	105	3 9
103	12 6	90 days	104	13 0

AUSTRALIAN LOANS RAISED IN NEW YORK

The Metropolitan Water, Sewerage, and Drainage Board (a State Government department) of Sydney, N.S.W., recently raised a loan of \$7,500,000 in New York. The issue price was \$92.50, the rate of interest being 5½ per cent and the term twenty years, with right of redemption in ten years. In financial circles it is understood that other loans for New South Wales municipal bodies are now pending in New York. The existing exchange premium will appreciably add to the net return to Australian borrowers.

AUSTRALIAN WHEAT AND FLOUR

Wheat.—During the month the wheat market has continued without animation. At the prices offering holders are not inclined to sell, and exports are confined to small parcels though attractive freight rates are now available. To-day's nominal price on the basis of a bushel of 60 pounds f.o.b. steamer at principal ports is 4s. 9d. (\$1.16).

Flour.—Exports of Australian flour during the last month were limited, the business being mainly to Java ports, these markets continuing to purchase regularly. Orders from South Africa have been of small volume. The new duties imposed by the Egyptian Government have—at least for the present—made business prohibitive, and milling companies deplore the loss of one of their best markets.

To-day's prices for standard quality flour, per ton of 2,000 pounds, f.o.b. steamer main Australian ports are:—

	£	s. d.	
Packed in sacks, 140 to 150 pounds gross	9	12 6	(\$46 84)
Packed in hessian bags, 98 to 101 pounds gross	9	17 6	(48 06)
Packed in calico bags, 49 pounds gross	10	7 6	(50 49)

Freight Rates.—There has been practically no change in freight rates during the last two months. To-day's quotations for April, May, and June shipments are as follows:—

	s. d.	
Port Said, United Kingdom and Europe	20 0	(\$4 87)
Alexandria	22 6	(5 47)
South Africa	20 0	(4 87)

The above rates are on parcels (part cargoes) of wheat. Flour in each case is 2s. 6d. (61 cents) per ton higher.

AUSTRALIAN RESTRICTIONS ON IMPORTS

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, April 16, 1930.—Temporary measures, designed to correct the present abnormal adverse trade balance and acute exchange difficulties of Australia by restricting the importation of certain classes of goods which are, or may be, made in Australia, have been brought into force by the Commonwealth Government as from April 4, 1930. These measures comprise:—

- (1) Absolute prohibition against the importation of certain goods except under licence;
- (2) The partial prohibition of rationing up to 50 per cent of last year's imports;
- (3) The imposition of a surcharge duty of 50 per cent on certain goods; and
- (4) A combination of rationing and surcharges.

The partial prohibition and combination of rationing and surcharges are restricted to ales, wines and spirits, manufactured tobacco, cigarettes, cigars, snuff, matches, and locomotives, hence do not affect Canadian exports to Australia except to a very minor extent in whisky, of which only about \$4,000 worth is annually imported from the Dominion.

PROHIBITED IMPORTS

The total prohibition except under licence to import covers a wide range of goods, a full list of which, together with the value of the imports of each during the fiscal year ended June 30, 1929 (the latest recorded) is appended. They total approximately £7,200,000.

Items	Total Imports	Items	Total Imports
Glucose	£ 9,531	Rugs, except floor rugs	33,576
Biscuits	39,081	Curtains and textile blinds	46,927
Laundry blue	1,351	Tents and sails	3,201
Cheese	45,817	Wire, barbed	20,673
Candles	8,639	Cultivators, except handworked	
Confectionery	137,525	cultivators	62,198
Eggs in shell or otherwise	6,419	Harrows	14,971
Lemons	6,700	Stump jump ploughs	16,118
Oranges	5,956	Drills (fertilizer, seed and grain)	92,590
Dried fruits, except dates and figs	30,458	Reaper-threshers and harvesters	
Fruits, preserved in liquid	48,502	including stripper harvesters . .	11,951
Vegetables, salted or preserved . .	177,382	Horsedrawn hay rakes	4,540
Cornflour	10,838	Shaffcutters and horse gears	5,486
Jams and jellies	13,133	Scarifiers	564
Jelly crystals and powders	10,405	Petrol pumps	5,906
Lard and edible fats	11,188	Electrical heating and cooking	
Meats, preserved in tins or other		appliances	104,943
airtight containers	78,212	Gas heating and cooking appli-	
Pork, preserved by cold process . .	76,141	ances	31,716
Milk, dried or powdered	12,288	Wireless receiving sets partly or	
Milk, malted	19,950	wholly assembled including	
Cocoonut, prepared	113,330	headphones	399,022
Peanut butter	6,816	Batteries, including dry cells and	
Onions	22,699	accumulators	695,906
Pickles, sauces and chutney	96,175	Bolts, nuts, rivets, engineers' set	
Seed, canary	39,346	screws	238,636
Soap and soap substitutes	116,050	Rail dogs and spikes	10,073
Starch	7,336	Wire and other nails	37,520
Starch flour	4,808	Electric smoothing irons	28,147
Custard powders	4,265	Platedware, other than spoons.	
Furs and other skins partly or		forks and cutlery	123,216
wholly made into apparel or		Aluminium ware, other than	
other articles	88,002	spoons and forks	101,892
Blankets (except printers' blank-		Baths and skins	7,241
ets and blanketing)	51,621	Tiles	201,341

Items	Total Imports	Items	Total Imports
Opal sheet glass. . . . .	.....	Portland cement.	£ 69,634
Sanitary and lavatory articles of earthenware and glazed or enamelled fireclay.	£ 44,308	Ale and other beer, porter, cider and perry, spirituous	193,670
Glue	11,441	Potable spirits.	1,599,690
Cement and prepared adhesives.	56,242	Perfumed spirit and bay rum	106,680
Gelatine of all kinds	18,938	Wines, including unfermented grape wine.	83,524
Vinegar and acetic acid	32,016	Tobacco, manufactured.	102,611
Cast iron pipes and fittings	116,152	Cigarettes.	516,606
Shafting, other than flexible	23,294	Cigars	111,670
Iron and steel beams, channels, girders, joists columns, trough and bridge iron and steel	203,240	Snuff	1,288
		Matches and vestas	159,305
		Locomotives	104,347

CANADIAN GOODS AFFECTED BY PROHIBITION

The import statistics for the fiscal year ended June 30, 1929, show that of the total Canadian exports to Australia (£4,871,643), goods to the value of about £223,000 will come within the scope of the prohibition restrictions. The principal commodities and approximate values are:—

Agricultural implements	£168,344	Preserved meats and vegetables	£1,570
Electrical heating and cooking appliances.	20,694	Bolts and nuts	7,454
Electric smoothing irons	525	Wire and other nails	2,985
Batteries.	11,796	Aluminum ware.	1,648
Confectionery	3,960	Soap and soap substitutes	1,115
		Fur apparel	1,050

Other goods affected are cheese (£110), pickles and sauces (£5), wireless receiving sets (£188), vinegar and acetic acid (£291), and matches and vestas (£80).

SURCHARGE OF DUTY

The special duty, or surcharge of 50 per cent, covers liquors, matches, knitted piece goods, many articles of apparel, refrigerators (other than household), floor and other polishes, greases in packages, paints and varnishes, glassware, perfumery and toilet preparations, furniture (wood and wicker), photograph and picture frames, fancy goods, jewellery, articles for outdoor and indoor games, gramophones and records, leather manufactures (including harness), leather and other belting, rubber and other footwear, pneumatic rubber tires and tubes, wrapping papers, paper bags, strawboard, manufactures of paper, stationery, motor cycles and frames, motor bodies and assembled chassis, vehicle parts, motor springs, gears for motor vehicles, pianos and player pianos, bags and baskets, brooms and mops, brushware, cameras, cordage, cartridges, fireworks, launches and boats, and straw envelopes.

CANADIAN GOODS AFFECTED BY SURCHARGE

The principal Canadian exports to Australia to which the special duty of 50 per cent will apply, and the present rates upon which the special duty is imposed, together with some indication of their annual values, are submitted in the subjoined schedule. The rates of duty on corsets, rubber footwear (excluding gum and wading boots), assembled chassis, and motor and vehicle parts are the intermediate rates provided for in the Canadian-Australian trade agreement, but on all other goods enumerated the general rates applicable are given:

Tariff Item	Article	Present Duties on Canadian	Imports from Canada
110 (C)	Corsets	65%	£ 5,101
110 (D)	Apparel, n.e.i.	75%	1,597
290 (C)	(2) Toilet preparations	60%	1,589
303 (A)	Wood, articles of, n.e.i.	65%	3,056
305 (A)	Furniture, n.e.i.	65%	2,283
310 (A)	Articles for outdoor and indoor games	45%	2,757
310 (B)	Toys	60%	601
315	Jewellery, n.e.i.	65%	318
319 (B)	(1) Gramophones	65%	1,329
326	Leather, rubber, canvas and composition belting	50%	3,166
328	Goloshes, rubber sand boots and shoes and plim- solls per pair	1s. 9d.	
	or ad val.	30%	18,568
	whichever rate returns the higher duty.		
329	Boots and shoes, other than rubber	60%	685
330	Gum and wading boots	35%	15,895
333 (A)	Pneumatic rubber tires and tubes:		
	(1) Covers weighing 2½ lbs. or less and tubes weighing 1 lb. or less ad val.	40%	
	(2) Covers over 2½ lbs., tubes over 1 lb. per lb. or ad val.	2s. 6d. 40%	32,327
	whichever rate returns the higher duty.		
334 (G)	(1) Wrapping papers of all colours, glazed, un- glazed, or millglazed), browns, caps not else- where specified, casings, sealings, nature or ochre browns, sulphites sugar, and all other bag papers, candle carton paper, paper felt and carpet felt paper per cwt.	12s. 6d.	26,858
338 (A)	Paper, manufactures of, n.e.i. price lists, cata- logues, circulars, etc. per lb. or ad val.	1s. 6d. 55%	2,932
	whichever rate returns the higher duty.		
340 (A)	Stationery, manufactured	55%	
	(B) Books, account, cheque, receipt, etc.	55%	
	(C) Manufactures of paper, n.e.i., paper in rolls, small squares, etc.	55%	3,439
	Canadian imports items 340 A, B, & C.		
359 (D)	Parts of vehicles with self-contained power, petrol, steam, electricity, oil, or alcohol, n.e.i., whether incorporated in the complete vehicle, or sep- arate, viz:—		
	(1) Single-seated bodies each		
	(2) Double-seated bodies each	£40	
	(3) Bodies with fixed or movable canopy tops, e.g. Landulette, limousine, taxi-cab, and similar types and n.e.i. each	£60	
	or ad val.	£95	
	whichever rate returns the higher duty.	55%	
	Canadian imports, item 359 (D) 1, 2, and 3.		198,632
359 (D)	(4) Chassis, but not including rubber tires or tubes, batteries, shock absorbers, bumper bars, sparking plugs, or springs.		
	(b) Assembled ad val.	35%	6,704
359 (F)	(1) Vehicle parts n.e.i., including axles n.e.i., springs n.e.i., hoods, wheels n.e.i., and bodies n.e.i. ad val.	50%	
	(2) Springs for motor cars and chassis per lb. or ad val.	4d. 55%	
	whichever rate returns the higher duty.		
	(3) Wind screens whether imported separately or with motor vehicles or parts thereof except when parts of the types of bodies enumerated in paragraph (3) of sub-item (D) of this item each	50s.	
	or ad val.	55%	
	whichever rate returns the higher duty.		
	(4) Gears for motor vehicles including crown wheels and pinions, transmission gears, differential gears, worms and worm wheels, internal tooth gears, jack shaft pinions, and fly wheel starter bands per lb. or ad val.	3s. 6d. 60%	
	whichever rate returns the higher duty.		
	Canadian imports, item 359 (F) 1, 2, 3, and 4.		99,450

Tariff Item	Article	Present Duties on Canadian	Imports from Canada
365	Pianos and parts thereof:		
(A)	Grand, with or without player mechanism...each or ad val. whichever rate returns the higher duty.	£45 55%	
(B)	Upright, player, or with provision for incorporating player mechanism... ..each or ad val. whichever rate returns the higher duty.	£45 55%	£3,727
(C)	Upright, n.e.i. ... ..each or ad val. whichever rate returns the higher duty.	£27 10s. 55%	
382	Cameras and magic or optical lanterns including mounted lenses and accessories n.e.i., but not including tripods ... ..ad val.	20%	15,552

The total value of these imports was £546,566.

In the case of the ad valorem rates specified in the tariff, the surcharges are levied on the net rate after a statutory 10 per cent has been added to the invoice value before computation of duty. For instance, if the tariff rate is 60 per cent, the surcharge of 50 per cent is on 66 per cent, and not on 60 per cent, making a total of 99 per cent. As many of the existing rates range between 50 per cent and 75 per cent, the application of the surcharge amounts to total prohibition, and importers have been compelled to cancel orders, in almost all instances, in which goods had not been shipped from factory.

APPLICATION OF PROHIBITION AND SURCHARGES

The surcharges are payable on all existing duties on the goods affected, whether specific or ad valorem, as provided for in the Customs Tariff 1921-28 and amendments thereto, including those of August, November, and December last, which have not yet been ratified by Parliament.

Both the prohibition and surcharges apply to the goods of all countries except those of New Zealand, New Guinea, and Norfolk Island.

Goods on the water or in bond are exempted, as are also goods which have actually left the factory prior to April 4, 1930, en route to port of export.

No time limit has been imposed for the operation of the prohibition and surcharges. They are officially stated to be emergency measures which are to stand until the necessity no longer exists.

For the purpose of dealing with appeals and applications for licence in regard to rationed and prohibited imports, the Department of Trade and Customs has decided to employ two experts, who will deal solely with such applications. These experts will prepare reports containing the facts of each case, and the Minister of Customs will then deal with each individual application.

APPLICATIONS FOR LICENCES TO IMPORT

Acting under cabled instructions from the Minister of Trade and Commerce, Ottawa, strong representations were made to both the Prime Minister of the Commonwealth and to the Minister for Trade and Customs at Canberra (the federal capital) last week, in which application was made for licences to import a considerable quantity of Canadian goods and products much of which had been fabricated for Australian conditions and hence not saleable in other markets. Parliament having adjourned from April 10 to April 30, the applications—in the absence of the ministers from Canberra—will not be considered until the session resumes. In the meantime, from day to day, in person and by cablegram and by letter, applications are being received for licences to import Canadian goods and products, all of which are assured of every possible consideration from this office.

EXPORTS FROM CANADA TO THE UNITED STATES OF PRINCIPAL COMMODITIES PRODUCED ON CANADIAN FARMS OR MANUFACTURED DIRECTLY FROM SUCH FARM PRODUCTS, DURING THE MONTH AND SEVEN MONTHS ENDED APRIL 1921, 1922, 1929 and 1930; WITH UNITED STATES TARIFF RATES IN FORCE.

(COMPILED BY THE EXTERNAL TRADE BRANCH, DOMINION BUREAU OF STATISTICS; AND THE FOREIGN TARIFFS DIVISION)

Commodities	Month of April				Seven Months ended April				United States Tariff Rates in force		
	1921	1922	1929	1930	1921	1922	1929	1930	Prior to May 27, 1921	From May 27, 1921, to Sept. 21, 1922	Subsequent to Sept. 21, 1922
Animals (except for improvement of Stock)—											
Cattle.....No.	15,531	2,346	17,115	3,682	14,103,323	110,292	109,763	88,551	Free	30 p.c.	(a)
Horses.....No.	535,686	40,492	1,017,479	136,962	1,413	2,043,329	6,869,081	4,962,401	Free	10 p.c.	(b)
Poultry.....No.	18,503	18,030	940	5,333	327,632	304,394	46,867	70,427	10 p.c.	1c. per lb.	3c. per lb.
Sheep.....No.	10,097	6,098	14,118	7,660	561,442	565,096	436,000	389,182	1c. per lb.	Free	\$2 per head
Fruits—											
Apples, green or ripe.....Brl.	32	1	2	8,381	12,051	393,308	41,327	117,646	Free	30c. bu.	25c. bu. 50 lb.
Apples, dried.....Lb.	228	4	5	30,380	60,806	658,754	223,248	90,209	1c. per lb.	1c. per lb.	2c. per lb.
Berries, fresh.....Lb.				41,674		76,092	496,970	1,177,744	3c. per qt.	3c. per qt.	1½c. per lb.
Grains—											
Barley.....Bush.	10	12,581	54	5,779	28,874	46,227	51,774	113,251	15c. bu. 48 lb.	15c. bu. 48 lb.	20c. bu. 48 lb.
Beans.....Bush.	22	9,906	64		193	16,625	12,355	4,197	2c. lb.	2c. lb.	1½c. lb.
Buckwheat.....Bush.		2,487	242	12,771	2,723	12,167	6,567	203,761	Free	Free	10c. per 100 lb.
Oats.....Bush.	18,324	6,810	2,451	3,280	11,056	13,086	73,188	663,916	6c. bu. 32 lb.	6c. bu. 32 lb.	1c. lb.
Peas, whole.....Bush.	21,919	7,523	2,281	3,493	254,970	80,074	52,978	134,769	10c. bu. 60 lb.	10c. bu. 60 lb.	1c. lb.
Peas, split.....Bush.	394,386	179,439	20,467	2,443	1,492,393	1,631,569	30,063	13,091	Free	Free	1c. lb.
Rye.....Bush.	177,852	98,626	10,024	1,558	803,595	780,343	15,827	9,503	Free	Free	1c. lb.
Wheat.....Bush.	34,421	21,199	16,433	4,702	271,552	340,484	117,490	76,890	10c. bu. 60 lb.	10c. bu. 60 lb.	1c. lb.
Wheat, shorts and middlings.....Cwt.	63,467	4,696	244,425	30,056	763,953	269,576	2,261,308	348,227	Free	Free	1c. lb.
Wheat Flour.....Brl.	73,138	8,522	315,773	42,082	1,291,506	270,529	3,229,013	490,898	Free	Free	5c. bu. 56 lb.
Meats—											
Bacon, hams, shoulders and sides.....Cwt.	892,784	408,155	12		11,756,136	2,918,776	5,425	1,686	35c. per bush.	35c. per bush.	42c. bu. 60 lb.
Beef, fresh, chilled or frozen.....Cwt.	219	277	1,788	926	2,312	573	17,850	11,038	20 p.c.	20 p.c.	1-04 p. 100 lb.
Mutton and lamb, fresh, chilled or frozen.....Cwt.	7,746	4,698	77,005	46,310	83,385	26,726	634,035	477,411	Free	Free	2c. per lb.
	13,048	21,296	8,476	8,476	163,661	120,088	179,830	107,071	Free	Free	3c. per lb. (e)
	250,583	158,249	362,206	120,548	2,401,160	1,307,246	2,876,073	1,542,769	Free	Free	2c. per lb. (g)
	317	1,109	13		6,409	55,889	6,409	731	Free	Free	2c. per lb. (h)
	7,266	14,557	282		1,036,487	944,448	144,556	16,825	Free	Free	2c. per lb. (h)

ARGENTINA: THE COUNTRY AND ITS PROSPECTS

O. M. ARMSTRONG, ACTING TRADE COMMISSIONER

I

[At par rate of exchange, one gold peso equals 96½ Canadian cents, and one paper peso equals 42½ Canadian cents.]

Buenos Aires, April 22, 1930.—In area Argentina is about one-third the size of Canada. The products of the two countries are remarkably similar except that Argentina has no softwood forests and few industries. Argentina is above all an agricultural country. The land is a flat treeless plain with the exception of the northerly part where great forests of very hard wood known as quebracho abound. From a commercial aspect the country may be divided into three zones. First, the northern section consisting of an undulating plain stretching from the river Parana at a point slightly north of Buenos Aires to the Andes mountains. Here is the cereal belt of the country where is grown the wheat, maize, and linseed that Argentina produces in such quantities. (The figures for the year 1929 are 8,365,100 tons of wheat, 6,948,000 tons of maize, and 2,103,500 tons of linseed.) Many of the owners of the land are extremely wealthy and are proprietors of holdings varying anywhere between 2,000 and 35,000 acres. These landlords usually have their homes in Buenos Aires, and appoint a mayordomo to manage their farm or rent it out in small holdings of from 50 to 500 acres to chacareros. Rents are usually all the chacarero can afford to pay, with the result that he lives poorly from year to year and depends upon the local general merchant for credits to buy household supplies and implements with which to work the land. It is said that the chacareros seldom get out of debt because of the high prices charged for these supplies. The reason for the high prices is probably due to the fact that transportation facilities are poor in the interior and freight rates very high. Usually the chacarero is forced to sell his crops to the same general merchant immediately he reaps them in order to pay his debts. There is no system of bank credits favouring the chacarero.

LACK OF ELEVATORS

This state of affairs, together with the fact that there are no country grain elevators, explains why Argentine cereals are marketed in Liverpool and Europe immediately the crop is reaped. The prices realized in these markets are also lower than they should be due to the seasonal dumpings and the fact that the cereals and linseed are sold uncleaned. According to the *Manitoba Free Press* of January 9, Argentine Rosafe wheat, generally conceded to be about equal to Canada No. 3 Northern, sold on the average in Liverpool during the month of August last for 31¾ cents per bushel less than No. 3 Northern. On an average, Rosafe wheat sells for 2¼ cents per bushel less than Canadian No. 3 Northern.

Many solutions are offered to remedy this situation in Argentina such as a system of bank credits, Government inspection, and the construction of a system of country and terminal elevators, but to date nothing has been definitely decided upon.

The Argentine chacarero's standard of living is not an enviable one, yet he manages, due to the clemency of the climate and the wonderful fruitfulness of the soil, to live modestly and contented.

In the extreme north of Argentina there are immense stretches of virgin forests of tropical hard woods. Of these quebracho is by far the most valuable. Exports of quebracho logs in 1929 amounted to approximately 163,300 tons, while exports of quebracho extract amounted to 150,700 tons. The railways of the entire country also use these logs as sleepers; in fact, it is forbidden by law to use imported logs for this purpose.

LIVE STOCK AND MEAT

The central zone of the Argentine Republic is known as the pampa, where millions of cattle roam the plains unprotected from the weather winter and summer. According to the 1922 census, the number of these animals was 37,064,900, and it is possible they have greatly increased since then. The figure for 1914 was 25,866,800. On September 30, 1929, the Argentine Rural Society had 376,549 animals registered in its herd books of all breeds both male and female. In this total were 279,157 shorthorns, 53,550 Herefords, and 34,737 Aberdeen Angus. In 1929, 2,829,898 were slaughtered in the Argentine frigorificos, of which total 2,100,217 were exported and 729,681 were used for home consumption.

Exports in 1929 were 560,200 tons of frozen and chilled meat, 100,100 tons of frozen sundries and canned meats, 69,000 tons of tallow and melted grease, 15,600 tons of dry ox hides, and 113,800 tons of salted ox hides.

An estancia in Argentina may occupy an area anywhere between 2,000 and 3,500 acres. The administration of a large estancia is usually entrusted to the hands of a mayordomo, who in turn is aided by a host of employees including veterinary surgeons, butchers, cow-boys, carpenters, mechanics, and labourers. The animals are usually true to the breed they represent, and the strain is improved yearly by the use of pure-bred bulls. These are usually bred apart on the estancia or purchased from establishments known as cabañas which specialize in breeding pure-blood animals for exhibiting purposes or for sale. Last year the Grand Champion (Esther Bletchley Challenge 18) sold for the equivalent of 12,600 Canadian dollars. Through a judicious system of selection among the males allowed to run with the herds, the Argentine estanciero has succeeded in raising the general standard of his herds to a degree of perfection that is equalled by few countries in the world and excelled by none.

Beef cattle attain a finish in Argentina that is hard to equal in other countries except at uneconomic cost, due to the fact that they live outside all the year round in luxurious pastures.

The possibility of Great Britain obtaining meat within the Empire equal to Argentine beef in price and quality is disputed locally, the contention being that it would take Canada, Australia, or South Africa at least twenty years to bring the quality and standard of their herds up to the Argentine level; this apart from natural difficulties of wintering, pasturing, long railway and water-freight hauls.

SOUTHERN ZONE

The southern zone occupying the area south of the pampa and extending to the Antarctic ocean is a huge expanse of territory beaten by continual winds. The soil is very poor and covered with small stones. In this semi-waste land stretching from the Atlantic to the Andes sheep and goats only are reared; cattle cannot live. Vegetables and alfalfa will not grow and there are no trees. According to a census taken in 1922, there were 36,209,000 sheep and 4,819,800 goats in this area, 209,182 of which were pure-bred (Lincolns, 140,804; Merino Argentinos, 28,364).

CLIMATE AND SOIL

The soil of the great cereal belt north of the central zone known as the pampa is a light warm loam varying in depth from one to ten feet or more. So rich is this soil that wheat or linseed crops can be grown years in succession without apparently impoverishing the soil. Artificial fertilizers and barnyard manure are not used, there apparently being no necessity for them.

The pampa is a great grassy plain where the millions of cattle graze in luxurious pastures. The soil is a light loam where alfalfa is grown in great abundance, its roots penetrating to a depth of from two to ten feet or more.

The climate in the pampa and in the cereal and linseed belt is dry and hot, and the air is frequently charged with electricity which causes continual and abrupt variation in the weather. Periods of drought, of high winds and excessive rains succeed one another in orderly sequence. The prosperity of the country really depends upon the climate more than upon any other single factor. If rains are not forthcoming during the crop periods, the yield is poor and the grain of inferior quality; usually, however, the climate is well ordered and prosperity abounds. Droughts at times occur which ruin the crops and curtail exports, as for example last year, but these are exceptional. For a period of six years previous to 1930 crops were abundant and prosperity evident on all sides.

South of the pampa on the sheep farms the vegetation is poor and the general appearance of the land barren. High winds sweep across the country from the Atlantic to the mountains at furious speeds. Not a tree is seen and the pasture is poor. Sheep, however, thrive and produce wool so long that it frequently can be seen covering their feet almost to the ground.

PROVINCE OF BUENOS AIRES

For very obvious reasons, there is little mixed farming outside of the Province of Buenos Aires. The conditions of the roads, which are all clay, do not permit it. They are poorly kept; in the wet seasons they are almost impassable. Beyond a few very well-defined districts such as Tandil and Cordoba there is little stone in the Republic. Freight rates are also very high.

According to the notable Argentina economist, Aleyjandro E. Bunge, the needs of the country lie in a greater diversity of production. Since a mediocre future only may be looked for in industry due to the fact that costly imported English coal must turn the wheels, more attention is being given to fruit cultivation. The Rio Negro Territory just south of the Province of Buenos Aires, previously a desert, is now being irrigated and fruits of all classes such as apples, pears, plums, cherries, and peaches are cultivated. Although these are abundant, nothing as yet is being offered for export.

BUYING POWER

The buying power of the Argentine Republic is enormous—in fact it is little short of that of Canada. Imports in 1928 were approximately 900,000,000 Canadian dollars. In 1918, the figure was \$500,000,000. In exchange for her enormous exports of meat, wool, hides, wheat, maize and linseed, the widest range of products of a score of countries are bought in return. Almost any product manufactured in Canada could find a market here provided it were competitive in price and quality. The reason for this is that there are few industries in the country. The principal are sugar, tobacco, beer, flour, electricity, glass, clothing, drugs, alcohol, meat, wine, petroleum, cement, oil, jam, footwear and furniture. Manufacturing is still in its infancy, principally because electric power, which is all produced from imported Welsh coal, is very expensive.

Canadian exports to Argentina have been growing at an astonishing rate. The figures for the past six fiscal years were: 1924, \$7,305,866; 1925, \$10,322,373; 1926, \$12,639,706; 1927, \$13,101,846; 1928, \$11,084,178; 1929, \$14,493,191; 1930, \$19,206,746.

These official figures published by the Dominion Statistician show an increase of 167 per cent in the six-year period. Not only are further large increases looked for within the next six years, but it is expected that the diversity of Canadian products now being shipped to this market will increase and result in having a permanent and stabilizing influence. Between the first

of last year and the date of writing sixteen new and different varieties of Canadian products were introduced for the first time. These include apples, potatoes, trunks and travelling bags, bee-keepers' supplies, frozen fish, munitions, snares for hunting, scales, cement-mixing machinery, road-making machinery, screen-wire, toilet seats, plaster of paris, grain-cleaning machinery, bathing suits, and pullovers.

BUENOS AIRES

Buenos Aires is a city of over 2,000,000 people; if the suburbs are included the figure would probably reach 2,600,000. In aspect the city is Spanish, with European architecture washed with white cement. The multi-millionaires may be counted by the score and live in palatial residences. The demand for luxuries of all kinds in Buenos Aires is probably not equalled by any city in the world of a like size. Foods are described as *rico* and goods as *regio*. The *estancieros*—most of them owners of huge stretches of land—live almost without exception in Buenos Aires, and many of them have temporary homes in Paris, and a summer house in the famous local summer resort Mar del Plata.

For its population, Buenos Aires is small in area. With the exception of a few modern and spacious boulevards, the streets are narrow, and traffic is difficult and subject to much delay. The percentage of middle-class people in Argentina is comparatively small.

With the exception of the large grain port, Rosario, the commerce of the republic is centered in Buenos Aires. Here are located the factories, the head offices of the railway, the large import houses that feed the republic, the great export houses and the principal banks.

COST OF LIVING

Because of the high duties and taxes, the congestion of the city, and the fact that most things outside of foodstuffs have to be imported, the cost of living is very high. The large majority of people prefer to live in the centre of the city because of the traffic difficulties; rents are thus extremely high. According to a local authority, the purchasing power of a peso in Argentina (equal to 42 cents Canadian) corresponds to 25 cents in Canada or a shilling in England.

PROSPECTS IN ARGENTINA FOR CANADIAN GOODS

The sale of Canadian goods in the Argentine is increasing yearly. It has been pointed out above that exports have increased 167 per cent in the last six years. Future possibilities are even better inasmuch as Canada's ability to compete is increasing at a rapid rate. Sales of paper, automobiles, rubber goods, and agricultural machinery are increasing yearly, and a great variety of goods are obtaining a footing. Argentine is a powerful buyer and offers a large and extensive market. Her imports amount to over \$900,000,000 Canadian dollars annually. The country, in fact, is becoming modern; the latest and most up-to-date goods, especially from the United States, find a ready market. Since Canadian styles and methods are on a par with United States production, there is no necessity to make drastic changes in the goods offered. All that is required is good salesmanship and competitive prices.

The large British import houses are of great help in the local market. These have been forced, due to the Argentine demand for modern goods and methods, to handle American agencies. Given equal prices and quality, the British import houses where possible prefer Canadian agencies. The slogan "Buy British Goods" is having its effect locally to the advantage of Canadian trade. The Argentine himself is pro-British in his sentiments, and accepts Canadian products readily.

MARKET IN ARGENTINA FOR PICK AND AXE HANDLES

HARRIS W. BRIGHTON, ASSISTANT TRADE COMMISSIONER

Buenos Aires, April 23, 1930.—Argentina imports annually a considerable quantity of hickory and ash handles, railway picks and axes; the latter are of the Spanish type. The majority of the imports are from the United States. As the Argentine official returns group handles for scythes, etc., together with picks and axes in their import figures, the number imported cannot definitely be arrived at, but it may be placed at approximately 50,000 dozen. While the sizes naturally vary, the majority of the axe handles are 24, 30, and 36 inches long and mostly of hickory. They come packed in boxes of ten dozen to the box. Some oak handles are also in demand.

The demand at present appears to be for third-grade hickory pick handles, the c.i.f. Buenos Aires price of which is \$2.10 per dozen. The same grade of axe handle, 36 inches long, has a c.i.f. price of \$1.90 per dozen. Oak sells for 10 cents less. (There prices are approximate Canadian currency.) There is also a limited demand for first-grade handles, but price is always uppermost. The duty is approximately 46 cents Canadian per dozen, which affords considerable protection for domestic manufacturers.

Inquiries have been received by the Canadian Trade Commissioner for sources of supply in Canada, and he would be glad to hear from any Canadian manufacturer who may be in a position to compete with the prices quoted.

ECONOMIC SITUATION IN VENEZUELA

J. A. STRONG, CANADIAN TRADE COMMISSIONER

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[1 bolivar = 19.3 cents United States]

Panama City, May 1, 1930.—Business has been dull in Venezuela during recent months, and firms are buying only to meet immediate requirements. While the country has not been as seriously affected by the general slump in business as many other Latin American countries, the drop in commodity prices, particularly that of coffee, which is the principal agricultural product exported, has curtailed the purchasing power of the people generally, the phenomenal growth of the oil industry in the Maracaibo region during the past ten years, which has placed Venezuela in second position among the oil-producing countries of the world, has had a stabilizing effect on the economic situation of the country. While this development has not raised the standard of living of the working classes in any appreciable degree, it has had the effect, through the payment of royalties to the Government, of placing the finances of the country on a sound basis. The total national debt, external and internal, as at December 31, 1928, amounted to only B.72,029,978 (\$14,405,000).

FOREIGN TRADE

The following table will serve to indicate the rapid growth of Venezuela's external trade particularly since 1926, when oil first became an important item of export:—

	Imports Bolivars	Exports Bolivars
1908	50,840,881	75,716,293
1913	93,420,226	152,765,749
1917	114,964,886	120,024,361
1919	177,243,766	258,668,750
1926	393,169,279	395,403,253
1927	345,233,209	444,114,803
1928	397,713,995	609,554,961

The principal commodities exported from Venezuela during 1928 were as follows (values in thousands of bolivars): Crude petroleum, 1,449,363 as compared with 275,542 in 1927 and 244,420 in 1926; coffee, 83,764; cocoa, 26,671; sugar, 2,466; raw rubber, 1,473; hides and skins, 10,537; dividivi, 574; cattle, 3,291; gasoline, 10,900; and gas oil, 4,905. Coffee accounts for 57.1 per cent of Venezuela's total exports aside from petroleum products, while coffee and cocoa account for 76.5 per cent.

Of the total exports in 1928, amounting to 609,554,961 bs., the Dutch West Indies (Curacao and Aruba) are credited with 360,863,452 bs., represented mainly by crude petroleum shipped to the refineries located there. The total value of exports to the United States in 1928 was 161,919,929 bs., and Germany 23,054,772 bs. (including coffee, 18,819,516 bs.).

IMPORTS

The United States holds first place in the import trade of Venezuela, contributing in 1928 58.8 per cent of the total imports. Great Britain, the nearest competitor, accounted for only 11.7 per cent. The following table shows the total imports for the years 1926, 1927, and 1928, together with countries of origin and percentage of the total contributed by each in 1926 and 1928. The decrease shown in 1927 as compared with the previous year may be attributed partly to the smaller imports of machinery and equipment destined for the oil companies at Maracaibo.

Imports into Venezuela by Countries

	1926 Bolivars	1926 Percentage	1927 Bolivars (Thousands omitted)	1928 Bolivars	1928 Percentage
Germany	33,836	11	28,120	28,595	7.1
Belgium	11,641	3	24,486	20,760	5.2
Canada	12	....	32	142	....
Colombia . . . . .	....	....	263	285	....
Curacao	4,353	1.1	3,479	4,165	1.1
Denmark	1,673	0.4	2,250	3,106	0.8
Spain	1,940	1.7	7,261	8,342	2.1
United States	224,848	56.9	185,569	234,262	58.8
France	20,910	5.3	19,714	17,939	4.6
Holland	20,636	5.2	19,500	23,790	5.9
Great Britain	52,784	13.4	44,420	46,301	11.7
Italy	9,207	2.4	6,102	5,960	1.5
Japan	466	0.1	517	765	0.1
Panama	82	....	228	385	....
Trinidad	2,577	0.6	1,527	1,493	0.3
Total	393,169		345,233	397,713	

The imports according to ports of entry are shown in the following table for the years 1926 to 1928. The importance of Maracaibo in the general trade of the country is over-emphasized by this table in that a considerable proportion of the imported goods entering through this port are purchased abroad by the oil companies and consequently have no direct effect on the merchandizing community in the Maracaibo area. It should also be noted that the bulk of the imports through Puerto Cabello are destined for such interior towns as Valencia and that the buying is controlled mainly by Caracas firms.

Imports into Venezuela by Ports

	1926 Bolivars	1927 Bolivars	1928 Bolivars
La Guaira (Caracas)	135,077,245	121,968,929	141,777,163
Maracaibo	204,138,835	168,446,937	180,098,898
Puerto Cabello	38,101,304	40,942,505	52,827,198
Ciudad Bolivar	5,029,181	5,265,790	7,792,802
Carupaño	2,948,415	2,231,677	3,229,178
Amuay	1,219,123	535,115	5,632,500
Christobal, Colon	3,688,844	2,061,773	2,380,728
All others	2,966,332	3,780,683	3,975,528
Total	393,169,279	345,233,209	397,713,995

PARCEL POST

Imports by parcel post into Venezuela are not included in the previous figures. There are a wide variety of articles shipped in this way, but the bulk consists of perfumes, silks and silk manufactures, and medicines. The figures for 1926-27-28, together with countries of origin, are as follows:—

Imports by Parcel Post

	1926 Bolivars	1927 Bolivars	1928 Bolivars
Germany	4,251,294	4,455,596	5,241,527
United States	3,765,083	4,172,729	4,850,316
France	5,167,205	4,849,619	4,689,833
Others	6,029,314	4,877,874	3,190,224
Total	19,212,896	18,355,818	17,971,900

SHIPMENTS FOR COLOMBIA

There is a trade of considerable importance, goods entering via the port of Maracaibo, with the Cucuta region in Colombia. This area is economically more closely connected with Venezuela than Colombia. A large proportion of this business is controlled by Maracaibo firms who have travellers covering this territory.

Imports into Maracaibo in Transit to Colombia

	1926 Bolivars	1927 Bolivars	1928 Bolivars
Germany	2,161,176	1,078,430	2,077,746
Belgium	422,799	686,145	292,993
United States	5,096,053	2,026,486	6,499,445
Great Britain	1,958,567	780,526	1,286,727
Holland	279,216	252,727	558,145
Italy	1,565,495	1,959,870	1,110,082
Others	575,011	476,398	646,535
Total	12,058,317	7,257,582	12,471,673

CANADIAN EXPORTS TO VENEZUELA

Since shipments from Eastern Canada to Venezuela are made via the United States in the absence of a direct steamship service, they are usually credited to the latter in the Venezuelan official returns. Canada's chief exports to Venezuela for fiscal years (ended March 31) 1924 to 1928 were as follows:—

Exports to Venezuela from Canada

	1924 \$	1925 \$	1926 \$	1927 \$	1928 \$
Fruits, canned	1,176	1,560	.....	.....	.....
Flour (wheat)	715,436	813,084	915,425	1,130,045	671,213
Biscuits	301	.....	.....	94	.....
Candy	238	182	1,559	5,446	427
Gin . . . . .	.....	.....	.....	88	.....
Whisky	7,443	7,822	989	3,269	4,303
Rubber belting . . . . .	.....	.....	.....	1,459	522
Auto tires	1,572	1,049	46,334	241,939	167,193
Inner tubes	565	175	13,799	61,805	36,421
Codfish (dried)	730	.....	253	883	.....
Herrings, smoked . . . . .	.....	.....	88	159	.....
Herrings, canned . . . . .	.....	.....	564	4,517	.....
Salmon, canned	1,462	31,864	58,646	56,457	71,790
Sardines, canned . . . . .	.....	.....	.....	.....	8,611
Butter . . . . .	.....	.....	.....	.....	1,215
Milk, condensed . . . . .	.....	.....	.....	1,260	660
Cotton duck	18,855	41,586	49,114	9,134	10,822
Felt manufactures	172	1,347	1,662	311	486

Exports to Venezuela from Canada—Continued

	1924	1925	1926	1927	1928
	\$	\$	\$	\$	\$
Wood planks D.F. . . . .	.....	.....	.....	.....	10,053
Wood planks, pine . . . . .	.....	.....	.....	1,123	850
Wood square D.F. . . . .	.....	.....	.....	106	1,984
Pulp wallboard . . . . .	.....	.....	.....	.....	5,210
Paper board . . . . .	.....	.....	.....	2,387	.....
Newsprint	10,623	1,584	1,952	.....	1,758
Wallpaper	1,661	1,151	1,316	1,449	675
Pipes and tubing, steel. . .	303	.....	3,616	10,613	8,765
Wire, woven . . . . .	.....	476	734	940	2,981
Engines, gas . . . . .	.....	.....	.....	2,186	4,132
Ploughs.	1,828	.....	.....	.....	6,615
Garden tools	52	403	712	1,063	.....
Machinery and parts	154	125	2,581	5,459	3,396
Autos:					
Trucks—1 ton less. . . . .	.....	.....	84,197	372,144	179,366
Pass., \$500 less. . . . .	.....	20,030	189,433	160,318	102,796
Pass., \$500 to \$1,000 . . .	.....	31,382	17,918	41,933	33,046
Pass., \$1,000 and over. . .	.....	26,078	39,816	27,970	38,100
Bicycles.	1,053	410	.....	.....	.....
Aluminum manufactures . .	196	5,609	5,639	7,985	5,262
Copper wire and cable. . .	7,047	20,693	.....	.....	.....
Cement.	245	.....	389	1,522	.....
Acetic acid	402	50	167	347	.....
Paints	1,403	2,078	1,551	1,320	1,575
Calcium carbide.	18,582	17,063	28,075	39,219	83,090
Brushes.	292	398	135	267	644
Refrigerators. . . . .	.....	.....	.....	.....	200
Stationery. . . . .	.....	54	3,272	6,666	5,068
Musical instruments. . . .	.....	122	.....	77,278	14,260
Others	81,011	38,838	13,447	14,715	14,061
Total	872,799	1,065,253	1,483,333	2,293,876	1,497,544

Exports from Canada to Venezuela for the year ending March 31, 1929, were valued at \$1,792,549.

FLOUR TRADE IN THE MIDDLE EAST

B. C. BUTLER, ASSISTANT TRADE COMMISSIONER

Batavia, March 27, 1930.—A full report on the "Flour Trade of the Middle East" appeared in *Commercial Intelligence Journal* No. 1310 (March 9, 1929), to which the subjoined notes may be regarded as supplementary.

The most serious obstacle to the sale of Canadian flour has been the lack of a direct shipping service to Middle East ports. If shipments were made from San Francisco, they could be routed via the Kerr Line direct to Java. Shipments from Canadian ports via the Canadian Pacific had to be transhipped at Hong-kong, and the rate in this case amounted to \$8.25 per ton. In either case delivery was slow, and the flour suffered from deterioration en route. Meanwhile Australian flour had grown in popularity on account of: (1) Its ability to keep longer in this climate; (2) the prejudice in its favour from long use; (3) the preference in this market for a fine white rather than the darker and coarser Canadian brands; (4) the ability of Australia to ship direct by scheduled lines that permit of regular deliveries in less than half the time required for Canadian shipment.

From time to time spasmodic orders were placed from Singapore, but no regular business was ever developed. In addition to the factors noted above which gave Australian flour a preference in this market, was the determining one of price, which had the advantage of about \$2 a ton as compared with Canadian, due to the difference in the freight rate. No direct shipments were ever made to Java, although some Canadian flour did enter this market from Singapore distributing houses.

In the late fall of 1929 the Klaveness Line introduced direct sailings from Vancouver to Singapore and Dutch East Indian ports at a rate lower than that paid by Australian shippers. Canadian flour from Vancouver to Middle East ports via this line is carried for \$5.50 per 2,000 pounds as compared with the Australian rate of 35s. or approximately \$8.40 per 2,000 pounds. This is the most favourable step in the development of a Canadian flour trade with this market.

Arrangements were finally made with a firm in Singapore to accept a trial shipment of Canadian flour via this route. Australia is so firmly established in Java that it seemed as though Canadian flour would not reach this market even with the added advantage of a lower freight rate and a direct shipping service. Finally, however, one of the largest import house agreed to order a trial shipment of 600 bags. Only the very lowest grades "straight" were desired because of their comparative cheapness. This shipment arrived in January of this year and was disposed of. Further orders have since been placed and there is every hope that business will continue to develop.

The chief difficulty in selling Canadian flour is the fact that Chinese and native bakers do not know how to handle it. They are unable to use it for bread, since it cannot be mixed according to the recipes used for Australian flour. Furthermore, the loaf it produces is dark in colour and does not appeal to the local trade. For these reasons practically all Canadian flour is being used for cakes and pastries. In this connection, however, it should be remembered that at one time wheat flour was not used to any extent in this territory, and that it was only after years of patient effort that Australia has succeeded in educating the market to its use. It cannot be expected therefore that Canadian flour, requiring as it does a different method of handling, will be accepted readily. The same patience and time will be required in this conservative market.

Australia has popularized the packing in cotton 17½ inches by 27 inches 49-pound bag. It is useless for Canadian shippers to pack in the standard long bag for this market.

The present is not a very favourable time in which to introduce any new line. The general tone of business is not encouraging. Competition in flour from Australia is particularly keen. Prices quoted are as low as £11 to £12 or \$53 to \$58 approximately per 2,000 pounds c.i.f. Furthermore, Australian shippers are willing to grant consignment terms. However, Canada's competitive position as a result of the lower freight rates is much better than it has ever been. Firms interested in this market are requested to get in touch with this office, submitting samples and lowest c.i.f. prices.

The following statistics of the imports of flour into British Malaya and Java will serve to bring up to date those published in No. 1310:—

British Malaya Flour Imports

	Quantities in Tons		(Value (Gold Dollars)	
	1928	1929	1928	1929
Canada	188	62	12,981	3,952
Australia	40,259	48,138	2,996,017	3,251,945
India	3,666	3,826	312,249	329,353
Hongkong	2,425	1,097	199,877	90,806
China . . . . .	....	420	....	31,123
Japan	632	1	46,144	107
United States	3,607	3,130	254,123	208,704
Other countries	2,363	113	174,797	240
Total	53,140	56,787	3,996,188	3,916,230

Java Imports of Wheat Flour

	Quantities in Kg.		Value (Gold Dollars)	
	1928	1929	1928	1929
Australia	40,963,613	43,582,389	3,084,986	3,279,144
Japan	2,033,653	883,311	152,884	66,585
China	168,400	293,897	12,674	22,155
Other countries	468,331	1,441,938	37,105	110,912
Total	43,633,997	46,201,535	3,287,649	3,478,796

The important position occupied by Australia is clearly shown in the imports of both territories. No Canadian flour entered Java; a small quantity (56,050 kg. or approximately 52 tons) entered the Outer Islands in 1929. This is believed to have been a direct import into Sumatra.

SIAM

The following table of the imports of flour into Siam shows the increasing importance of Australia in that market also. No imports from Canada are shown in the local statistics, although there is no doubt that some of the imports from Hongkong, Japan, and Singapore were of Canadian origin. The Dominion Bureau of Statistics records exports of wheat to Siam for the year 1929 at 1,001 barrels valued at \$5,053.

Siamese Imports of Cereal Flour

	Quantities in Cwt.		Value (Gold Dollars)	
	1927-28	1928-29	1927-28	1928-29
Hongkong	121,711	77,900	482,541	307,076
United States . . . . .	.....	1,784	.....	5,787
Australia	35,751	91,615	140,492	329,996
Penang and Singapore	38,144	28,482	184,208	131,788
Japan	30,424	5,785	107,469	20,333
Other countries	4,096	5,185	17,212	21,008
Total	230,126	210,751	931,922	815,988

GERMAN MARKET FOR CANNED AND DRIED FRUITS AND VEGETABLES

M. B. PALMER, ASSISTANT TRADE COMMISSIONER

Hamburg, April 29, 1930.—The canning industry in Germany is centred in the province of Brunswick in Central Germany. In pre-war days there were about 200 fruit and vegetable canneries with an annual capacity of about 80 million cans of vegetables, 30 million cans of fruit, and 4 million cans of gherkins. Following the war, both the number of canneries and their output increased, but with the advent of more stringent conditions there are to-day approximately 160 concerns in Germany manufacturing canned fruits and vegetables employing in the neighbourhood of 32,000 persons. The annual production amounts roughly to 100 million tins of vegetables and 40 million tins of fruit.

The principal vegetables used in production are asparagus, peas, beans, carrots, spinach, cabbage, tomatoes, salsify, celery, and beetroot; and of fruits, strawberries, cherries, plums, pears, apples, apricots, peaches, gooseberries, raspberries, currants, mirabelles, and bilberries.

During the war the scarcity of food in Germany brought about an extensive emergency industry for the production of dried vegetables. Once released from war necessity, however, this industry gradually waned and the concerns manufacturing dried vegetables have now practically ceased to exist. As this fact portrays, the German demand for dried vegetables is now very small, for the native taste has not yet recovered from that period of satiation. There is also no manufacture of dried fruits in Germany.

PRICES

The following list illustrates the retail prices paid for 1/1, or standard cans (net weight 1 kilogram = 2.2 pounds) of the principal canned vegetables and fruits in Germany:—

Canned Vegetables	Retail Price R.M. (23.8 cents)
Asparagus	2.75—3.40
Peas	1.70—2.00
Beans	1.30
Carrots	1.40
Spinach	0.90
Cabbage (Sauerkraut)	0.60
Canned Fruits	
Strawberries	2.50
Cherries	2.50
Plums	1.25—2.40
Pears	2.90—3.25
Peaches	2.50—2.80
Apricots	2.50
Gooseberries	2.40
Apple pulp	0.58
Mirabelles	1.40

IMPORTS AND EXPORTS

The following summarizes the imports and exports of fruit and vegetables during 1929 under the various tariff items as shown in the German trade statistics:—

Canned Fruit and Vegetables

Jams and Fruit Juice without Ether or Alcohol, Cooked with Sugar (this item would include jams, jellies, marmalades, syrups, and fruit juices).—Imports, 52 metric tons (France 14 tons). Exports, 40 tons.

Capers, Olives, Anchovy Paste, and other Table Luxuries n.o.p. (this item would include such articles as catsup, sauces, relishes, pickles, and all kinds of fruits canned with sugar).—Imports, 976 metric tons (Spain 279 tons, United States 256, China 149, Great Britain 140, and France 64 tons). Exports, 71 tons.

Apricot Pulp, Canned Tomatoes, Olives, etc. (this item would include fruits and vegetables canned without sugar).—Imports, 10,099 metric tons (Spain 6,816 tons, Italy 1,680, United States 740, Belgium 386, and France 249 tons). Exports, 1,734 metric tons (United States 277 tons, Sweden 207, Saar Territory 117, British West Africa 82, and France 29 tons).

Dried Vegetables

Artichokes, Melons, Mushrooms, Rhubarb, Asparagus, Tomatoes, cut, dried, or otherwise partially prepared.—Imports, 813 metric tons (Italy 663 tons, Poland 61, and Russia 24 tons).

Vegetables, dried, n.o.p.; Beans, Peas; Potatoes, cut; Edible Seeds, partially prepared; Sauerkraut (this item would include all kinds of dried vegetables with the exception of asparagus and tomatoes, which appear in the preceding item).—Imports, 9,413 metric tons (Dutch Indies 3,846 tons, Czechoslovakia 2,307, Holland 1,303, France 1,225, Hungary 288, British India 72, and Russia 54 tons). Exports, 640 metric tons (Great Britain 146 tons; United States 59 tons).

Dried Fruit

Dried, Dehydrated Apples, Pears (Apple Rings).—Imports, 11,105 metric tons (United States 10,599 tons, Czechoslovakia 179, Yugoslavia 161, and Canada 43 tons).

Other Apple and Pear Waste.—Imports, 1,637 metric tons (United States 1,526 tons).

Apricots and Peaches.—Imports, 5,466 metric tons (United States 4,981 tons, British South Africa 136, Persia 107, and Spain 104 tons).

Prunes.—Imports, 31,433 metric tons (United States 27,495 tons; Yugoslavia 3,326 tons).

Cherries, Prunellos, and other Fruits.—Imports, 3,283 metric tons (United States 2,108 tons, Yugoslavia 361, and Italy 323 tons).

TARIFFS

From the above figures it will be seen that the German import trade in canned goods is very limited, which is due to the high tariff rates in force. This, together with the fact that Canada has no commercial treaty with Germany, makes it extremely difficult for Canadian exporters to compete on this market in the canned products under review. The duty rate on canned fruits (cooked with sugar), sauces, pickles, etc., entering Germany from Canada would be R.M.150 (\$35.71) per 100 kg. (220 pounds), as against a conventional rate of R.M.80 (\$19.05) per 100 kg. enjoyed by such countries as the United States.

The duty on jams, jellies, syrups, and fruit juices is R.M.60 (\$14.29) per 100 kg. for all countries, but it will be noted that this import is practically nil.

In the case of fruits and vegetables canned without sugar, the general rate is R.M.75 (\$17.86) per 100 kg. against a conventional rate for canned fruit of R.M.50 (\$11.90) per 100 kg., and various rates for specific vegetables, which are also much lower.

The German import duty on all dried vegetables (non-airtight containers) in which Canada comes into question, with the exception of dried tomatoes, is R.M.10 (\$2.38) per 100 kg. for all countries. For dried tomatoes the general rate is R.M.40 (\$9.52) against a conventional rate of R.M.5 (\$1.19) per 100 kg.

As previously mentioned, there is no German dried fruit industry, and from the figures given above a considerable import is noted. As far as Canada is concerned, dried apples are the only product which is at present available for export. The duty rate in this instance is R.M.4 (\$0.95) for all countries.

The Canadian trade returns for 1929 show an export to Germany of 1,059,700 pounds of dried apples valued at \$125,930, Germany being the largest foreign market.

MARKING REGULATIONS

The only German regulations which must be adhered to concerning the above products to facilitate their exportation to this market are when the goods are shipped in containers which are to be ultimately offered for retail sale.

The details which must be affixed on the tins, packages, or containers by the manufacturer or whoever puts the goods on the market under his own name are: the name of the person or firm and the place where the chief business of the manufacturer is carried on, together with the contents according to the usual trade designation in the German language, and the weight of the contents or number of pieces at the time of filling according to German weights and measures (metric system).

DRIED VEGETABLES

As a guide to Canadian exporters who might contemplate entering the German market for dried vegetables, a list is appended showing the retail prices of the principal vegetables which are offered for sale, and illustrates the competition that would have to be met:—

Variety	Net Weight per Packet	
	Grammes	Retail Price R.M.
Onions.	90	0.40
Carrots.	80	0.40
Cabbage.	85	0.45
Cauliflower.	55	0.90
Brussels sprouts.	55	0.75
Broad beans.	55	1.30
Peas.	70	0.80
Spinach.	60	0.50
Julienne.	25	0.40
Celery.	10	0.20
Celery, sliced.	75	0.60

NOTE.—1,000 grammes=2.2 lbs. 1 Reichsmark (R.M.)=23.8 cents.

ECONOMIC CONDITIONS IN THE NORTH OF ENGLAND

GERALD A. NEWMAN, ASSISTANT TRADE COMMISSIONER

Liverpool, May 3, 1930.—Economic conditions in this area during the month of April have been characterized by a feeling of uncertainty, and buying orders were smaller than usual for this season of the year.

In the Yorkshire wool textile industry, despite the fact that wool has come down to pre-war prices due to the decision of Australian wool growers not to carry a large quantity of this season's wool into next selling season, the expected impetus to trade has not developed. Difficulties arose when Lord MacMillan, who conducted a recent Government inquiry into matters of dispute regarding wages in the textile trade of the northern counties, gave a decision in favour of a reduction of wages. Although a court of arbitration was favoured by the labourers and the employers were opposed, since this decision the situation has been reversed, with the employers determined to force the ruling which calls for about $9\frac{1}{2}$ per cent reduction in the rates for full-time workers and for $8\frac{3}{4}$ per cent in those for piece workers, and a sporadic strike has resulted. It is, however, anticipated that it will not be of long duration, in that the majority of workers seem to be willing to accept reduction, and are only prevented from returning to work because the "key" men or overlookers refuse to do so. This partial stoppage of production has not so far seriously affected other allied trades.

In the Lancashire cotton industry a situation exists which parallels in certain features the difficulties found in the wool textile trade. Cotton is cheap, but the industry is threatened with a possible tie up because the weavers are opposed to the introduction of the system of working eight looms per weaver instead of four. The experiment of using this method has been tried in Burnley, and from a production point of view has been found satisfactory. However, opposition has developed on the part of the workers, who fear a further displacement of labour.

Following out the general move towards rationalization in the cotton industry and other trades, efforts are being made in the fine spinning sections to secure the consent of at least 90 per cent of the trade to a scheme for regulating production and fixing minimum prices. It is understood the large combinations have approved of the project, and it is thought that as most of the undercutting of prices in the Egyptian section is due to competition among the English manufacturers themselves, the possibility of presenting a united front in this matter is not so liable to failure as in the American section, where a similar plan proved unsuccessful due to foreign competition.

The general scheme for cotton rationalization is, however, proceeding apace. It is expected that if the offers of the Lancashire Cotton Corporation, the organization by which rationalization is being achieved, are accepted, the number of mills which will be included in the combination at an early date will be enlarged to 120, containing 12,000,000 spindles.

While the coal trade of the Northeast Coast in March was fairly buoyant as a result of the full supply of shipping and low rates of freight, and of the placing of a fair share of large Scandinavian railway contracts with the Durham and Northumberland collieries, business in recent weeks has had a tendency to slacken. Foreign buying is dull, as stocks have accumulated as a result of a mild winter.

Conditions in the iron and steel trades of the North of England are irregular; of forty blast furnaces in operation on the Northeast Coast seven are making Cleveland pig-iron, fifteen are producing hematite, and eighteen are manufacturing other kinds of iron. The Cleveland pig-iron producers are

in a fairly strong position, as merchants command only very moderate stocks, and the limited output now barely covers current requirements. The East Coast hematite section, however, is in a state of depression. Sales have been light and business with firms abroad difficult, because of the comparative low prices of Continental hematite. This factor combined with excessive production has forced the rates of contract down to a point which is considerably below the cost of production.

The cutlery and plate trade of Sheffield is smaller in volume than the business obtained during the same period of last year. Though there is a fair movement in stainless steel products, it is not comparable with the previous year's output, while plated knives and forks are having poor sales. The firms making safety razor blades are busy.

Manufacturers of textile machinery in Lancashire and Yorkshire have experienced a slump in orders during the past few months from overseas markets, and some of the largest firms are on short time. India—by no means a good market—is better than other countries in that respect. In spite of the intensive campaign for automatic looms overseas, comparatively few are being installed because of the general trade depression.

While shipbuilding continues fairly active in Newcastle-on-Tyne, considerable concern is being felt at the lack of new orders. This district has done very well out of a boom in tanker tonnage, but the market for oil carriers is expected to be satisfied for some time to come with the completion of the contracts in hand.

The pottery trade, though fortunate in making steady gains during the first quarter of the year, has been marking time during the first part of April. Uncertainty as to the Budget, the surtax on tiles and earthenware in Australia, and anticipation of a 15 per cent increase in the United States tariff on china, have been adverse factors. During the first quarter of the year the United States and Australia were the two best overseas markets for this trade, the former absorbing exports to the value of £209,294 (\$1,017,168) and the latter to the value of £188,680 (\$916,984), an increase of £4,000 (\$19,440) over the first quarter of last year. Exports to Canada for the period were valued at £182,908 (\$914,540)—an increase of £7,000 (\$34,020).

The Wedgwood Bicentenary Celebration in May is expected to give an impetus to this trade, many overseas buyers having signified their intention of being present.

MARKET FOR MILK POWDER IN THE NORTH OF ENGLAND

GERALD A. NEWMAN, ASSISTANT TRADE COMMISSIONER

Liverpool, April 26, 1930.—Imports of milk powder into the United Kingdom, as well as production generally, have increased during the past few years. This is a trade that centres in London; but the market possibilities in the North of England are the subject of inquiries from Canadian firms from time to time. Imports into the United Kingdom of milk powder (unsweetened) in 1927 and 1928—the latest period of record—were as follows:—

	Quantity		Value	
	1927 Cwts.	1928 Cwts.	1927 £	1928 £
Total imports	137,794	199,706	349,011	507,668
New Zealand	56,901	80,902	148,855	208,560
Netherlands	49,166	69,224	126,754	183,268
Canada	20,783	29,271	44,925	63,188

Although a considerable quantity of milk powder made by the roller process as well as by the spray process is being exported from Holland to the

United Kingdom, the demand for the former is by no means as great as for the latter, which is 100 per cent soluble in water as compared with the partial solubility of the roller-processed. It is almost the only type of milk powder that is being exported to this country from New Zealand and Canada. Of the powders made in this manner, skim milk has the largest sale as compared with full cream, although New Zealand has a large trade in both, while Canadian sales are mostly confined to the former.

PRICES

Prices to local distributors and large consumers are usually quoted on a minimum basis of 1-ton lots ex-warehouse London or Hull or other seaports, and a charge of 3d. to 1s. (24 cents) per cwt. is added to the quotations ex-warehouse inland points.

While Dutch prices are low, Canadian powder is regarded as better value for the money; and New Zealand, though recognized as the best in quality, was somewhat high in price.

Recent average Dutch prices ex-warehouse have been as follows:—

Skimmed milk powder, roller process, 27s. 6d. (\$6.68) to 30s. (\$7.29) per cwt. Spray process, 37s. 1d. (\$9.01) to 38s. 6d. (\$9.36) per cwt.; 39s. (\$9.48) to 40s. (\$9.73) (two 56-pound tins) per case.

Full cream milk powder, roller process, 60s. (\$14.60) to 63s. (\$15.33) per cwt. Spray process, 73s. (\$17.76) to 77s. (\$18.73) per cwt.

The well-advertised New Zealand Anchor brand is quoted in Liverpool at £46 (\$223.86) per ton ex-warehouse, while the Snowflake brand is offered at £44 (\$214.13) per ton.

Canadian skim milk powder—spray process—was recently quoted at 36s. (\$8.75) to 37s. 6d. (\$9.11) per cwt. landed Liverpool. Local distributors state that Canadian should be able to sell readily at anywhere between £40 (\$194.66) to £45 (\$219) per ton.

Milk powder is usually bought by wholesale distributors under contracts covering a definite supply to be delivered at specific dates during the season. Most of these contracts in Liverpool and adjoining areas have been made for this year, contracting having begun as early as February.

PACKING

Milk powder is packed in various quantities such as two 56-pound tins to a crate, or in single 56-pound tin-lined cases; parchment paper or tin-lined 1-cwt. cases, and paper-lined barrels. For example, New Zealand Anchor brand, which was formerly shipped in two 56-pound tins, is now arriving in single 56-pound tin-lined cases, and in 1-cwt. cases, while the Snowflake brand is handled in 1-cwt. cases only. Considerable quantities of Canadian powder are arriving in 200-pound barrels.

As this trade is with fairly large consumers, no strong efforts have been made to pack the powder in smaller containers, but it is believed that if smaller packs could be offered by exporters—say 28-pound tins, four to a case, as well as 56-pound and 1-cwt. sizes—a greater volume of business could be anticipated.

Some time ago New Zealand representatives sought to market milk powder in very small tins such as might appeal to the household consumer, but met with discouraging results, as it was found that while they had no difficulty in getting rid of the tins at exhibitions, when it came to selling through the trade channels competition was too keen from established brands of condensed and evaporated milks. Moreover, what trade existed was in the hands of one well-known firm who strongly advertised their various milk products.

Careful attention to packing, especially in the case of full cream milk powder with its high content of butter fat, is necessary to prevent deterioration.

SALES METHODS

New Zealand milk powder is marketed through one firm centred in London who have representatives canvassing the various districts of the United Kingdom. Stocks are kept in London, Liverpool, Manchester, Newcastle, and other large seaports, which are usually shipped direct to those points from New Zealand, with London as a general base of supply.

Other powders, such as Dutch, are frequently sold on consignment to agents who handle them on a commission basis of from 2 to 3 per cent, and who have salesmen canvassing the trade.

A third method is to sell to buying agents who usually carry stock in London and work through sub-agents in the various districts or through their own salesmen. But no matter how the original contact is made, all salesmen finally approach the wholesale distributors of each city. However, it is sometimes necessary for agents with a new brand for introductory purposes to go direct to the original consumer such as the bakers.

In this market continuity of supplies is an essential.

Any Canadian firm interested in securing a contact in this market are asked to communicate with the Canadian Trade Commissioner at Liverpool, furnishing full details as to prices, method of doing business, and samples of product.

MARKET FOR WALLBOARD IN SCOTLAND

A. J. TINGLEY, ASSISTANT TRADE COMMISSIONER

Glasgow, May 2, 1930.—Wall and plaster board have undoubtedly come on this market to stay. Many firms have been launching aggressive advertising and sales campaigns, and competition is very keen, some twenty firms advertising these products in the leading builders' and architects' magazines.

Any Canadian firm hoping to sell wallboard or insulating board in Scotland must be prepared to spend large sums in advertising before they can expect to build up a good business here. The *Builder* and the *Architect* are the two leading magazines for the building trade, and are the best advertising mediums. In addition, various Ideal Home exhibitions and builders' displays are also effective means of publicity. One American organization manufacturing a wallboard from sugar cane have had a full-sized house on display at the Glasgow Housing Exhibition. Without similar enterprise Canadian firms cannot hope to build up a permanent business in this country.

One large Glasgow building contractor states that, although the sale of plaster board and the American product mentioned above is increasing, business in other wallboards is doing well to hold its own. There are also an increasing number of British-made insulating boards on the market.

Imports of wallboard into Great Britain have increased from £39,424 in 1924 to £101,470 in 1928. The chief sources of supply, with values, for 1924, 1927, and 1928 are as follows:—

	1924	1927	1928
United States	£14,708	£49,947	£60,123
Canada	21,746	51,037	32,515
Germany . . . . .	.....	3,683	3,941
Other foreign countries	1,000	2,166	4,591
Other British countries	1,970	17	300

The demand for plaster board with a gypsum filler is growing, and the tendency is towards increased thickness.

Two American concerns—one of which is mentioned above and manufactures its product from sugar cane, and the other an insulating board from sea grass in Boston—have strong salaried organizations in London, with sub-agents on commission working Scotland.

IRISH FREE STATE BUDGET

JOHN H. ENGLISH, CANADIAN TRADE COMMISSIONER

Dublin, May 1, 1930.—The Irish Free State budget for the year 1930-31 was presented to the Dail Eireann yesterday (April 30) by Mr. Ernest Blythe, T.D., Minister for Finance. Three minor changes were made in taxation, namely: (a) a reduction in the duty on wine; (b) a licence fee for pedlars using motor cars; and (c) a reduction in road tax on motor cars over five years old.

In opening his speech, Mr. Blythe stated that the year just completed had been a satisfactory one in most respects and that the yield of revenue exceeded anticipation. The budget was one of the mildest so far presented in this country, and shows a more or less stabilized situation in the income and expenditure of the State. The total revenue for the fiscal year ending March 31, 1931, is estimated at £24,237,000 and expenditure at £24,224,000, leaving an estimated surplus of £13,000. The position is therefore that there is no need for increased taxation, and at the same time no possibility of a reduction.

The income tax remains the same as during 1929-30, at 3s. in the £, in comparison with 4s. 6d. in Great Britain, while all other taxes continue as previously, with the exception of those above mentioned.

TAXATION CHANGES

The budget proposes three changes in taxation, none of which, however, is of great importance. The principal of these is a reduction in the customs duty on still and sparkling wines.

The second change in taxation imposes a licence fee of £10 per annum on pedlars or hawkers travelling through the country by means of motor cars. At present pedlars operating with horse-drawn vehicles pay a tax of £2, but those using more modern methods have never been liable. It is understood that commercial travellers will not be subject to this tax.

The third change introduced states that from January 1, 1931, the road tax on motor cars over five years old shall be payable subject to a rebate of 25 per cent. The present annual motor car tax is £1 per horse-power (except in the case of Ford cars manufactured within the Free State), so that on cars over five years old, after January 1 next, the horse-power tax will be reduced to 15s. per horse-power.

NATIONAL DEBT

On March 31, 1930, according to the statement made by the Minister for Finance, the net national debt of the Free State stood at £14,003,000, as compared with £13,983,000 in 1929 and £13,584,000 on March 31, 1928. The public debt outstanding is reported as being £25,218,000, made up as follows: 1st National Loan, £8,407,000; 2nd National Loan, £6,867,000; compensation stock, £913,000; savings certificates, £418,000; Irish Free State bills, £2,050,000; ways and means advances, £1,181,000; telephone capital advances, £801,000; and other advances, £189,000.

The deadweight burden of the national debt, after deducting certain Exchequer assets totalling £11,215,000, then amounts to the net figure of £14,003,000. This final figure does not take into consideration, however, the amounts due in respect of the Dail Eireann loans, and the sum which is being repaid to the British Government by means of an annuity of £250,000 on account of the Damage to Property Compensation Act of 1926. If the liability to the British Government and the liability in respect of the Dail Eireann loans is added, the total net debt is shown as £20,250,000, which is less than one year's normal tax revenue.

Dealing with the revenue for 1929-30, the minister stated that the financial position of the Free State can now be considered as stabilized, and that while continued economy is necessary no new taxation is required.

Several taxes during the past year proved more satisfactory than was anticipated. The beer tax was better than estimated by £124,000, while that on whisky exceeded the estimate by £36,000. The duty on motor vehicles and tires produced £514,000, while the road tax on motor cars brought in £868,000—an increase of £256,000 in three years.

The betting tax produced £204,000 for the year, an increase of some £22,000, due chiefly to the better enforcement of the law. The yield of the entertainment tax was up by almost £20,000, which is accounted for by the advent of talking pictures. The import duty on radio apparatus produced over £30,000, a steady increase having been shown since the imposition of the duty.

The yield for income tax, together with super tax and surtax, was £3,966,000, or £16,000 more than estimated. Stamp duties yielded £54,000 less than in the previous year and £19,000 less than estimated.

SOUTH AFRICAN MARKET FOR FRUIT PULPS

In the report on the above subject by Mr. J. L. Mutter, Assistant Trade Commissioner at Cape Town, which was published in *Commercial Intelligence Journal* No. 1367 (April 12), page 549, the following statement was made with reference to the Food, Drugs and Disinfectants Act, No. 13 of 1929:—

Fresh fruit pulps may not contain more than 350 parts per million of sulphur dioxide, or 600 parts per million of benzoic acid. These proportions are approximately equal to 2½ and 4½ grains per pound, respectively.

These proportions were according to the Regulations under the Act published in the *Government Gazette* of December 27, 1929. In *Government Gazette* of March 28, 1930 (apparently as the result of representations by local packers), this clause has been changed and the above should now read as follows:—

Fresh fruit pulps may not contain more than 1,500 parts per million of sulphur dioxide, or 600 parts per million of benzoic acid. These proportions are approximately equal to 10½ and 4½ grains per pound.

TRADE OF GRENADA IN 1929

R. T. YOUNG, CANADIAN TRADE COMMISSIONER

Port of Spain, Trinidad, April 11, 1930.—The total merchandise trade of Grenada for 1929 amounted to £803,100, as compared with £861,013 in 1928, a decrease of £61,913. Imports were valued at £396,441 as against £425,179 in 1928, while exports accounted for £406,659 as compared with £435,834. Both years show the colony's visible trade balance to be a favourable one—namely £10,655 in 1928 and £10,218 in 1929.

The following table shows the value of the import trade and the principal sources of supply, together with the percentages of that trade contributed by the more important countries:—

	1928		1929	
	£	Percentage	£	Percentage
United Kingdom	159,085	37.4	135,849	34.3
Canada	95,603	22.5	90,360	22.8
Other parts of the Empire	69,299	16.3	71,858	18.1
United States	72,151	17.0	71,451	18.0
Other countries	29,041	6.8	26,923	6.8
	425,179	100	396,441	100

The following comparative table shows the imports of the principal items of interest to Canadian manufacturers and exporters:—

Principal Imports into Grenada, 1928 and 1929

	1928		1929	
	Quantity Lbs.	Value £	Quantity Lbs.	Value £
<i>Food, Drink and Tobacco—</i>				
Bread, biscuits, cake.. . . .	282,358	5,725	258,094	5,043
Butter	59,524	4,938	52,531	4,496
Cheese.. . . .	27,345	1,960	24,419	1,425
Confectionery.. . . .	.....	2,425	.....	1,673
Fish of all kinds—				
Canned or preserved in jars or bottles	52,646	1,910	35,395	1,347
Salmon trout or mackerel	105,938	867	33,000	412
Other kinds.. . . .	1,043,108	17,944	1,002,164	18,488
Oats	435,200	2,645	383,684	2,194
Flour (wheaten)	5,865,691	46,069	6,267,994	47,743
Lard and lard substitutes	155,958	4,529	145,762	4,047
Meat—				
Salted, pickled, smoked or cured..	195,003	5,372	216,891	5,279
Bacon and hams	33,112	2,285	24,605	1,791
Milk, condensed.. . . .	40,387	1,237	43,557	1,289
Sugar—				
Unrefined	1,324,107	10,123	1,628,475	10,086
Refined	516,010	5,108	457,482	3,735
Tea	8,481	957	7,850	879
<i>Raw Materials and Articles mainly Manu- factured—Wood and Timber—</i>				
Lumber undressed	1,549,738	18,883	1,923,089	24,821
Shingles	610,000	731	929,680	1,262
<i>Articles wholly or mainly manufactured—</i>				
Dozen	6,084	10,083	3,644	11,749
Boots and shoes	748	461	955	400
Brooms and brushes				
Lbs.				
Candles	36,377	1,368	26,794	937
Cattle and other animal foods	202,222	1,341	157,298	1,062
Cement	3,667,475	7,245	2,243,164	4,346
Cordage and twine—				
Cordage, rope, etc.	38,483	1,313	31,415	841
Twine.. . . .	21,001	885	13,365	1,137
Cotton—				
Yds.				
Piece goods	1,113,306	29,091	1,131,084	29,645
Hosiery .. . . .	.....	1,331	.....	2,383
Electrical apparatus—Other .. . . .	.....	2,254	.....	2,046
Haberdashery and millinery .. . . .	.....	2,625	.....	2,022
Hardware.. . . .	.....	9,681	.....	8,144
Lbs.				
Painters' colours and materials	62,979	1,646	50,547	1,353
Paper, all kinds .. . . .	.....	2,575	.....	2,666
Silk manufactures .. . . .	.....	1,327	.....	1,508
Soap—				
Fancy	4,501	398	4,403	377
Common	460,312	7,383	415,048	6,227
Manufactured furniture, new .. . . .	.....	1,524	.....	884

CHANGES IN THE CONSULAR LIST

The following changes in the consular list have been notified by the Department of External Affairs:—

Dr. L. Kleinwachter as Consul General of Austria at Ottawa; Mr. C. A. Hutchinson and Mr. C. B. Chipfield as Vice-Consuls of the United States at Windsor, Ontario; Mr. T. A. Hickok and Mr. F. C. Fornes, jr., as Vice-Consuls of the United States at Toronto; and Mr. A. W. Steyne, Mr. L. J. Knowles, and Mr. E. J. Dorsz as Vice-Consuls of the United States at Montreal, Halifax, and Ottawa respectively.

NETHERLANDS' COMMODITY MARKETS IN 1929

LESTER S. GLASS, ACTING TRADE COMMISSIONER

II

PAPER AND PAPER PRODUCTS

Newsprint.—Imports into Holland amounted to 24,102 tons valued at 3,772,000 fl. in 1928 and 29,240 tons valued at 4,431,000 fl. in 1929. Germany, Norway, Finland and Sweden supplied the bulk of this material, with Esthonia a much smaller source of supply.

Wrapping Paper.—Canada has no share in the market for kraft which in 1928 absorbed 11,433 tons valued at 2,579,000 fl. and 12,760 tons valued at 2,856,000 fl. in 1929. Germany, Sweden and Norway had the bulk of this trade. Belgium is credited with 408 tons valued at 74,000 fl.

Wallpaper.—Holland imports considerable quantities of wallpaper, which in 1929 were valued at 2,240,000 fl. as against 2,260,000 fl. in 1928. Germany, Belgium and Great Britain supplied the bulk of these requirements, shipping respectively in 1929 to the value of 1,600,000, 286,000 and 216,000 fl. Although Canada does not appear in the Dutch statistics, the returns of the Dominion Bureau of Statistics show during 1929 wallpaper to the value of \$20,784 was exported to this country.

Other Papers.—In bond paper and fine stationery Canada has a small share of the imports, along with Germany, Belgium, the United States, United Kingdom and Sweden. Owing, however, to the high postage rates, and to the fact that Holland is primarily a price market, the writing papers sold here are of the cheaper grades. As regards carbon paper and other specialties of that description, competition is extremely keen from Germany and the United Kingdom. The United States has a very small share of this trade.

TOBACCO

In Holland there is an extensive use of tobacco, which is almost entirely imported from abroad. Up until a short time ago, the cigar was the most popular smoke, with the pipe coming next, but cigarettes are gaining ground rapidly.

The Dutch East Indies and the United States have the greatest bulk of the trade in unmanufactured tobaccos and for comparative purposes the import figures for 1928 and 1929 are set out below:—

	1928		1929	
	Tons	1,000 Fls.	Tons	1,000 Fls.
Sumatra	2,197	10,041	2,265	10,241
Java	10,514	9,205	10,982	8,554
American leaf—				
Seedleaf	397	312	296	283
Maryland	1,848	1,254	1,159	790
Kentucky	6,237	8,011	6,392	8,678
Virginia	3,345	2,868	3,385	2,818
Cuba	206	318	255	394
Brazil	2,415	2,792	2,374	2,758
Paraguay	368	216	715	384
Other	113	81	180	118

The only other country which supplies Holland to any extent is Turkey, from which country 1,653 tons were imported at a value of 2,837,000 fl. in 1928 as against 1,859 tons valued at 3,095,000 fl. in 1929.

Attempts have been made to introduce Canadian tobacco into this market, but they have been unsuccessful owing to the fact that Canadian tobacco has not the flavour desired in this country. There is very little Burley leaf of any

description used and Canadian tobacco of other types is too expensive. In Holland one can buy a very good cigar for 12½ Dutch cents or 5 cents Canadian—in fact, the price rarely runs higher than 25 Dutch or 10 cents Canadian, except in the case of the expensive imported Havanas. There are a few cigars imported from Germany, Brazil and Cuba. In 1929 the total imports amounted to 154,000 fl.

As regards cigarettes, there is a rather large importation, the figures totaling in 1928 411 tons valued at 912,000 fl., and 527 tons valued at 1,366,000 fl. in 1929. The bulk of the trade goes to two countries, the United States and Egypt, the former having shipped in 1929 86 tons valued at 250,000 fl. as against 60 tons valued at 141,000 fl. in 1928. Egypt was responsible for 242 tons in 1928 valued at 596,000 fl., and 329 tons valued at 838,000 fl. in 1929. Germany, Belgium, Great Britain, Denmark and Turkey all supply small quantities.

BEVERAGES

In spite of the fact that Holland is not a whisky-drinking country, there is a good distribution of Canadian rye whisky, which may be seen on the shelves of practically every wine merchant of any importance. Beer is made in large quantities in Holland, and there are small importations from Czechoslovakia and Germany. Soft drinks are not in much demand.

OATMEAL AND ROLLED OATS

In 1928 imports of oatmeal and rolled oats were 10,549 tons valued at 2,191,000 fl., and in 1929, 12,854 tons valued at 2,445,000 fl. The United States and Germany are the principal sources of supply. Canada's share in 1928 was 374 tons valued at 106,000 fl., which increased in 1929 to 833 tons valued at 220,000 fl.

CONFECTIONERY AND SUGAR

Apart from one or two brands of chewing gum, licorice manufactures, and a few novelties which find but little sale, Holland is an exporter rather than an importer of confectionery and sugar.

In 1928 imports of sugar were 5,085 tons valued at 862,000 fl., and in 1929 5,022 tons valued at 714,000 fl. The United States is the chief source of supply, followed by Great Britain and Belgium.

AUTOMOBILES

Holland is a very competitive market for automobiles. The major part of the market is divided between Belgium, the United States, and France. (Assembling plants for some of the more popular American makes are located in Belgium.) Canada shipped in 1928 32 cars valued at \$14,796. The following table gives an indication of the imports of automobiles:—

	1928		1929	
	Units	1,000 Fl.	Units	1,000 Fl.
Belgium	5,602	12,372	7,366	14,180
United States	4,643	11,400	4,077	10,766
France	1,165	2,771	902	2,304
Germany	487	1,543	513	2,043
Italy	463	1,081	436	1,241
United Kingdom	174	430	166	450
Austria	20	61	19	59
Total	12,567	29,700	13,500	31,083

Imports of trucks in 1928 amounted to 421 pieces valued at 1,030,000 fl., whilst in 1929 these advanced to 595 pieces valued at 1,409,000 fl. There is a considerable import of truck chassis, amounting in 1928 to 4,229 pieces valued

at 6,973,000 fl., which increased in 1929 to 7,265 pieces and 11,723,000 fl. respectively. Belgium and the United States were the chief sources of supply, and there were small shipments from Germany, France, and Great Britain. Imports of passenger car chassis in 1929 totalled 623 pieces valued at 1,758,000 fl. The United States and Belgium again supplied the greater part.

RUBBER MANUFACTURES

Tire Casings.—Imports of rubber tire casings into Holland have increased from 194,894 pieces valued at 7,164,000 fl. in 1928 to 215,679 pieces valued at 7,563,000 fl. in 1929. No imports from Canada are recorded in the 1928 Dutch statistics, but figures published by the Dominion Bureau of Statistics show that tire casings to the value of \$548,417 were exported from Canada to Holland. In 1929 the Dutch statistics credit Canada with 15,294 pieces valued at 428,000 fl., while the Canadian figures give the value of shipments as \$407,684. The differences are chiefly due to the fact that shipments made from United States ports frequently lost their identity. The following figures show the imports of tire casings into Holland:—

	Units 1928	1,000 Fl. 1928	Units 1929	1,000 Fl. 1929
Canada . . . . .	.....	.....	15,294	428
United States	94,927	3,366	66,784	2,552
France	27,693	964	23,291	797
United Kingdom	20,128	734	43,598	1,376
Belgium	27,228	1,100	46,489	1,689
Germany	8,193	345	17,776	628
Italy	15,288	613	1,760	64
Total	194,898	7,164	215,679	7,563

Inner Tubes.—Imports of inner tubes into Holland during 1928 amounted to 155,893 pieces valued at 908,000 fl., and in 1929 to 165,017 pieces valued at 873,000 fl. The Dominion is not listed in the returns, but Canadian figures show that shipments were made to the value of \$90,811 and \$56,579 in 1928 and 1929 respectively. The United States, France, Belgium and the United Kingdom are the principal sources of supply (United States, 75,716 pieces valued at 428,000 fl. in 1928 and 49,074 pieces valued at 273,000 fl. in 1929). The United Kingdom has shown a marked increase: 35,509 pieces valued at 170,000 fl. in 1929 as against 15,773 pieces valued at 92,000 fl. in 1928.

Other Rubber Products. There is no separate classification in the Dutch statistics for other rubber products such as rubber footwear, technical rubber goods, and surgical supplies. Germany has become an active competitor in rubber footwear, and holds the bulk of the trade in technical rubber goods. Canadian exporters of surgical rubber gloves have met with some success.

DOCUMENTATION OF SHIPMENTS TO CHILE

Mr. Francisco J. de Lima, Consul for Chile in Montreal, writes that under a new consular tariff operative from May 9, 1930, the charge for certification of each original bill of lading for Chile covering merchandise, up to 200 metric tons of weight or measure, is \$2.20; each 200 tons or fraction thereof in excess, \$2.20; each extra copy, \$2.20.

For certification of a set of consular invoices, when the value is less than \$10 there is no charge; value \$10 but under \$20, \$2.20; value \$20 but under \$200, \$5.50; over this amount, \$5.50 for the first \$200 and 2.2 per cent on remainder; each extra copy, \$2.20.

Consular invoice forms may be obtained from the Chilean Consulates at Montreal, Toronto, and Vancouver, at a fee of 60 cents (Canadian) per set of

five. They are printed in Spanish and in English. It is preferable to use Spanish filling in the body of the consular invoice, but there is no danger of a fine if English is used. A letter of correction, if needed, must be in Spanish.

Every shipment, whether large or small, even samples, require viséd consular invoices, which should accompany the shipment or be sent as soon as possible. The original, bearing the consular stamps and showing the consular charges, is needed by the consignee to obtain the merchandise at the customs or post office.

The consular invoice is legalized by the Chilean Consul in Canada attached to the district nearest the point of origin. If the port of embarkation is in Canada, both the consular invoice and bill of lading should be legalized by the Chilean Consul within the district if there is one; if not, by the Consul nearest to that district. If the port is in the United States—for example New York or Seattle—then the bill of lading is legalized by the Chilean Consul at the port of embarkation.

Consular invoices for parcel post shipments from Canada must also be legalized by the Consuls in Canada. The limit of weight for postal parcel from Canada via New York to Chile has been extended from 15 to 20 pounds. The postage on 15 pounds and up to 20 pounds is \$3.

Gross, legal, and net weights in kilograms must be shown on the consular invoice and cases or packages numbered consecutively "Numero" 1, 2, etc.

[The foregoing supersedes information on Chilean consular invoices published in *Commercial Intelligence Journal* No. 1327, July 6, 1929, page 33 (printed as F.T.D. Leaflet 77A), and amends F.T.D. Leaflet 77 on this subject.]

TRADE COMMISSIONERS ON TOUR

The following Canadian Trade Commissioners are at present in Canada with the object of making a tour of the Dominion in the interests of Canadian trade with their respective territories: Mr. G. R. Heasman, Batavia, Java, whose territory includes the Straits Settlements, Federated Malay States, and Siam; Mr. James Cormack, of Havana, Cuba, who also covers Santo Domingo and Porto Rico; and Mr. Douglas S. Cole, Bristol, whose territory includes the West of England, the South Midlands, and South Wales. The following are their itineraries as at present arranged:—

Mr. Heasman

Montreal	May 20 to 28	Drummondville	May 30
Granby	May 29	Montreal	May 31

Mr. Cormack

Edmonton	May 27	Regina	May 30
Calgary	May 28		

Mr. Cole

Calgary	May 26 to 27	Victoria	June 2 to 5
Vancouver	May 29	Vancouver	June 9 to 23
New Westminster	May 30		

Firms in Vancouver who desire to be brought in touch with the Trade Commissioners are requested to communicate with the Secretary, Canadian Manufacturers' Association; in that of the other cities included in the above itineraries, with the Secretary of the Board of Trade or Chamber of Commerce.

PARCEL POST TO UNION OF SOUTH AFRICA VIA NEW YORK

Parcel post for the Union of South Africa may now be accepted for transmission via New York. The rate of postage applicable to such parcels will be 25 cents for each pound or fraction thereof.

Parcels prepaid for transmission by the direct route or via England will continue to be forwarded by such routes.

LETTER RATE FROM CANADA TO VENEZUELA: A CORRECTION

In a report on "Points for Exporters to Venezuela," which was published in the last issue of the *Commercial Intelligence Journal*, page 750, the letter rate from Canada to Venezuela was erroneously given as eight cents for the first ounce and four cents for each succeeding ounce instead of two cents for each ounce and fraction thereof.

TARIFF CHANGES AND CUSTOMS REGULATIONS

Irish Free State Reduces Duty on Wines

Mr. John H. English, Canadian Trade Commissioner in Dublin, writes that the only financial resolution affecting the Irish Free State customs tariff proposed by the Minister of Finance when presenting his budget on April 30 for the fiscal year 1930-31 is one reducing the import duty on wines.

The general tariff on wine not exceeding 25 degrees of proof spirit has been reduced from 5s. per gallon to 3s. On wine between 25 and 30 degrees of proof spirit the general tariff remains at 5s. per gallon. The British preferential rate on these two classes of wine is 40 per cent lower.

Wines exceeding 30 but not exceeding 40 degrees of proof spirit remain under the former tariff of 12s. per gallon. The British preferential rebate in this case is one-third of the duty. For every degree over 42 there is an additional levy of 12d. under the general tariff and 8d. under the British preferential tariff, as before.

The additional duty on still wines in bottles, which was 4s. general tariff and 2s. British preferential tariff, has been reduced by one-half for wine not exceeding 25 degrees proof spirit. On sparkling wine in bottles the former additional duty of 25s. general tariff and 17s. 6d. British preferential tariff is also reduced by one-half.

The British preferential rates in each case apply to Canada.

Bermuda Increases Tariff Preference

The Bermuda Assembly on May 16 unanimously agreed to alter the customs tariff whereby bran, hay, middlings, shorts, and wheat will continue to enter under the British preferential tariff (applicable to Canada) at existing specific rates, but under the general tariff (applicable to foreign countries) the rate will be 10 per cent ad valorem plus the usual surtax of 25 per cent of the duty. Flour and salted, smoked, or pickled fish are to be free under the British preferential tariff and subject to 10 per cent plus 25 per cent surtax when imported from foreign countries. The effect of the change is as follows:—

	Former British Preferential Tariff	Former General Tariff	New British Preferential Tariff	New General Tariff
Branper 100 lbs.	3d.	3½d.	3d.	12½% ad val.
Hayper 100 lbs.	3d.	3½d.	3d.	12½% ad val.
Middlingsper 100 lbs.	3d.	3½d.	3d.	12½% ad val.
Shortsper 100 lbs.	3d.	3½d.	3d.	12½% ad val.
Wheatper 100 lbs.	3d.	3½d.	3d.	12½% ad val.
Flour	Free	Free	Free	12½% ad val.
Fish, salted, smoked or pickled ad val.	10%	12½%	Free	12½% ad val.

Increase in Greek Wheat and Flour Duties

With reference to the report in *Commercial Intelligence Journal* No. 1370 (May 3, 1930), page 673, concerning Greek flour duties, Mr. Henri Turcot, Canadian Trade Commissioner in Athens, cables that as from May 9 the duty on flour entering Greece has been increased to 11 metallic drachmae (\$2.12) per 100 kg. (220 pounds) maximum tariff, and to 10.70 metallic drachmae (\$2.06) minimum tariff. The minimum tariff is extended to all countries. The former rates were 10 drachmae maximum and 8.82 minimum, but there has been conflicting advice as to the former rate of conversion of the drachmae for levying flour duties.

The duty on wheat has been increased beginning May 9 from 6 metallic drachmae (\$1.16) to 7.50 metallic drachmae (\$1.45) maximum tariff, and from 4.30 metallic drachmae (83 cents) to 6 metallic drachmae (\$1.16) minimum tariff. The latter, as in the case of flour, has been extended to all countries.

All the foregoing duties are subject to surtaxes totalling 75 per cent of the duty otherwise imposed.

War Materials for China Require Certificate

The Chinese Consul-General in Ottawa advises that shipments of arms, munitions or any kind of war materials, exported to China, must be accompanied by a special certificate issued by the Chinese Government's diplomatic representative in the country from where the materials are sent.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT KINGSTON, BELLEVILLE, PETERBOROUGH, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.); AND THE MARITIME PROVINCES TRADE COMMISSION, TORONTO.

Canadian exporters should, for follow-up purposes, send a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which it emanated.

General

501. CHEESE.—A Liverpool agent, with an established connection in the trade of this area, wishes to get in touch with Canadian cheese exporters with a view to representation as agents.

502. FISH.—A commission agent in Havana, Cuba, desires to sell codfish and smoked herrings on a commission basis only.

503. POTATOES.—A commission agent in Havana, Cuba, desires to sell potatoes and seed potatoes on a commission basis only.

504. FLOUR.—A commission agent in Havana, Cuba, desires to sell wheat flour on a commission basis only.

505. FLOUR.—Firm of commission agents in Athens desire to get in touch with Canadian exporters of wheat flour.

506. HAY; OATS.—A commission agent in Havana, Cuba, desires to sell hay and oats on a commission basis only.

Trade Inquiries from Malta

507. PROVISIONS.—Firm in Valletta desire to represent Canadian house exporting lard, bacon, ham, and margarine.

508. FISH.—Firm in Valletta desire to represent Canadian house exporting cured and salt fish.

509. WHEAT FLOUR.—Maltese firm in Valletta desire to represent Canadian house exporting wheat flour.

510. WHEAT.—Maltese firm in Valletta desire to represent Canadian house exporting wheat.

511. BOND PAPER.—Stationer in Valletta desires quotations c.i.f. Valletta for bond paper.

512. PATENT LEATHER.—Importer would like to have quotations and c.i.f. prices Valletta for patent leather.

513. TOILET SETS.—Ironmonger in Valletta wishes to get in touch with Canadian exporter of toilet sets. Quotations c.i.f. Valletta.

514. PAINT BRUSHES.—Ironmonger desires quotations c.i.f. Valletta for paint brushes. Samples requested.

515. VALVES.—Ironmonger would like to get into touch with Canadian exporter of valves. Quotations c.i.f. Valletta.

516. MUSICAL INSTRUMENTS.—Dealer in Valletta would like to get into touch with Canadian exporter of gramophones; quotations c.i.f. Valletta.

517. GRAMOPHONE RECORDS.—Musical instrument dealer in Valletta would like to get into touch with Canadian exporter of gramophone records. Quotations c.i.f. Valletta.

Trade Inquiries from Curacao and Venezuela

518. EVAPORATED MILK.—Importer in Curacao, Dutch West Indies, wishes to represent shipper of evaporated milk.

519. POWDERED MILK.—Agent in Maracaibo, Venezuela, wishes to represent exporter of powdered milk. Quotations c.i.f.

520. SUGAR.—Importer in Curacao wishes to have quotations on refined sugar.

521. REFINED SUGAR.—Importer in Curacao, Dutch West Indies, desires quotations c.i.f. on refined sugar.

522. BISCUITS.—Firm in Curacao, Dutch West Indies, wishes to represent exporter of soda crackers.

523. BISCUITS.—Importer and commission firm in Maracaibo, Venezuela, wish to represent manufacturer of soda biscuits. Quotations c.i.f.

524. BUTTER.—Importer in Maracaibo, Venezuela, desires c.i.f. quotations on butter in tins.

525. BUTTER.—Commission agent in Maracaibo wishes to represent shipper of butter. Quotations c.i.f.

526. BUTTER.—Importer and commission agent in Curacao, Dutch West Indies, wants quotations c.i.f. on butter in tins.

527. SOUPS.—Importer in Curacao, Dutch West Indies, wishes to get in touch with exporter of canned soups.

528. BACON AND HAMS.—Importer in Curacao, Dutch West Indies, wishes to represent shipper of bacon and hams. Quotations c.i.f.

529. CANNED SALMON.—Commission agent in Maracaibo wishes to represent shipper of canned salmon, pinks and chums. Quote c.i.f.

530. SALMON, CANNED.—Importer in Curacao, Dutch West Indies, wishes to purchase direct canned salmon, all grades. Quotations c.i.f.

531. CANNED SALMON.—Commission agent in Caracas, Venezuela, wishes to represent shipper of canned salmon. Quotations c.i.f. La Guaira.

532. CANNED SALMON.—Commission agent in Caracas, Venezuela, wishes to represent shipper of canned salmon.

533. SARDINES.—Commission agent in Caracas, Venezuela, is interested in handling sardine agency.

534. SARDINES.—Importer in Curacao, Dutch West Indies, wishes to handle sardines on exclusive agency basis. Quotations c.i.f.

535. CODFISH.—Commission agent in Caracas, Venezuela, wishes to represent shipper of dried codfish. Quotations c.i.f. La Guaira.

536. CODFISH.—Importer in Maracaibo, Venezuela, desires quotations on dried codfish c.i.f.

537. DRIED CODFISH.—Importer in Curacao, Dutch West Indies, wishes to represent shipper of dried codfish. Quotations c.i.f.

538. LARD COMPOUND.—Importer in Curacao, Dutch West Indies, desires c.i.f. quotations on lard compounds.

539. ROLLED OATS AND OATMEAL.—Commission agent in Maracaibo, Venezuela, wishes to represent exporter of rolled oats and oatmeal in tins.
540. FLOUR.—Importer in Maracaibo, Venezuela, desires exclusive representation of flour miller. Quotations c.i.f.
541. FLOUR.—Commission agent in Caracas, Venezuela, wishes to represent shipper of flour.
542. WHISKY.—Firm in Maracaibo desire whisky agency.
543. ELECTRIC REFRIGERATORS.—Importer in Curacao wishes to represent manufacturer of electric refrigerators.
544. OFFICE FURNITURE.—Importer in Maracaibo, Venezuela, wishes to represent manufacturer of steel office furniture.
545. CEMENT.—Commission agent in Maracaibo, Venezuela, wishes to represent shipper of cement. Quotations c.i.f.
546. CORRUGATED ROOFING.—Importer in Curacao wishes to have quotations on corrugated iron roofing.

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING MAY 19

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending May 19, 1930, with the official bank rate. Quotations for the week ending May 12, 1930, are also given for the sake of comparison.

Country	Unit	Parity	Nominal	Nominal	Official Bank Rate	
			Quotations in Montreal Week ending May 12	Quotations in Montreal Week ending May 19		
Austria	Schilling	.1407	\$.1427	\$.1426	6	
Belgium	Belga	.1390	.1398	.1397	3	
Bulgaria	Lev	.0072	.0072	.0072	10	
Czechoslovakia	Krone	.....	.0296	.0296	5
Denmark	Krone	.2680	.2681	.2678	4	
Finland	Markka	.0252	.0252	.0252	6½	
France	Franc	.0392	.0393	.0392	2½	
Germany	Reichsmark	.2382	.2391	.2388	5	
Great Britain	Pound	4.8666	4.8678	4.8637	3	
Greece	Drachma	.0130	.0130	.0130	9	
Holland	Guilder	.4020	.4032	.4025	3	
Hungary	Pengo	.1749	.1753	.1751	6	
Italy	Lira	.0526	.0525	.0524	6	
Jugo-Slavia	Dinar	.1930	.0177	.0177	6	
Norway	Krone	.2680	.2681	.2678	4½	
Portugal	Escudo	1.0805	.0450	.0450	8	
Roumania	Leu	.0060	.0060	.0060	9	
Spain	Peseta	.....	.1222	.1225	5½
Sweden	Krona	.2680	.2688	.2685	3½	
Switzerland	Franc	.1930	.1939	.1936	3	
United States	Dollar	1.0000	1.0018	1.0007	3	
Argentina	Peso (Paper)	.4244	.3857	.3853	—	
Brazil	Milreis	.1196	.1187	.1188	—	
Chile	Peso	.1217	.1212	.1210	6	
Colombia	Peso	.9733	.9693	.9682	9	
Mexico	Peso	.4985	.4768	.4739	6-7	
Peru	Sol	.40	.4007	.4003	7	
Venezuela	Bolivar	.1930	.1928	.1926	—	
Uruguay	Peso	1.0342	.9292	.9282	—	
Cuba	Peso	1.0000	.9993	.9993	—	
Hongkong	Mex. Dollar	.....	.3660	.3580	—
India	Rupee	.3650	.3631	.3627	6	
Japan	Yen	.4985	.4949	.4943	5.48	
Java	Guilder	.4020	.4032	.4028	4½	
Shanghai	Tael	.....	.4596	.4478	—
Siam	Baht (Tical)	.4424	.4533	.4528	—	
Straits Settlements	Dollar	.5678	.5628	.5622	—	
British Guiana	\$	1.0000	1.001¾—1.011¾		1.00¾—1.01¾	—
Barbados	\$					—
Trinidad	\$					—
Jamaica	Pound					—
Other British West Indies	\$	1.013	1.001½—1.01½		1.00¾—1.01¾	—
Martinique	Franc	.0392	.0393	.0392	—	—
Guadeloupe	Franc	.0392	.0393	.0392	—	—

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Montreal

To Antwerp.—Beaverhill, June 6; Montrose, June 19; Beaverburn, June 20; Beaverdale, June 27—all Canadian Pacific; Brant County, June 3; York County, June 17; Peel County, June 27—all County Line.

To Avonmouth.—Kastalia, Anchor Donaldson Line, June 28; Oranian, May 31; Nessian, June 14—both Dominion Line.

To Belfast and Dublin.—Carrigan Head, Head Line, June 17 (cargo accepted for Londonderry and Cork).

To Cardiff and Swansea.—Oranian, May 31; Nessian, June 14—both Dominion Line; Kastalia, Anchor-Donaldson, June 28.

To Glasgow.—Minnedosa, May 28 and June 21; Melita, June 11—both Canadian Pacific; Athenia, May 30 and June 27; Letitia, June 13—both Anchor-Donaldson.

To Liverpool.—Duchess of Richmond, May 30 and June 27; Duchess of Bedford, June 6; Duchess of York, June 13; Montcalm, June 14; Duchess of Atholl, June 20—all Canadian Pacific; Antonia, June 6; Andania, June 20—both Cunard Line; Laurentic, May 31; Doric, June 14—both White Star Line.

To London.—Beaverbrae, May 30; Beaverhill, June 6; Beaverford, June 13; Beaverburn, June 20; Beaverdale, June 27—all Canadian Pacific; Ascania, May 30 and June 29; Alaudia, June 6; Ausonia, June 13; Aurania, June 20—all Cunard Line; Calgaric, May 30; Megantic, June 13—both White Star Line.

To Manchester.—Manchester Citizen, May 29; Manchester Division, June 5; Manchester Brigade, June 12—all Manchester Line.

To Newcastle and Leith.—Cairnross, May 27; Cairnglen, June 6—both Cairn-Thomson Line.

To Southampton.—Montclare, May 29 and June 26; Montrose, June 19—both Canadian Pacific; Calgaric, May 30; Megantic, June 13—both White Star Line.

To Havre.—Brant County, June 3; Laval County, June 30—both County Line.

To Italian Ports.—Valfiorita, Lloyd Mediterraneo Italian Service, May 27.

To Hamburg.—Montclare, May 29 and June 26; Beaverbrae, May 30; Beaverford, June 13—all Canadian Pacific; Elmshorn, May 30; Hada County, June 13; Kent County, June 27—all County Line; Koeln, North German Lloyd, June 14.

To Bremen.—Koeln, North German Lloyd, June 14.

To Rotterdam.—Labelle County, May 29; Kings County, June 13; Elgin County, June 24—all County Line.

To Bermuda, Santo Domingo, Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, Barbados, Grenada, Trinidad and Demerara.—Colborne, May 31; Chomedy, June 14—both Canadian National.

To Hamilton, Nassau, Kingston and Belize.—Cavelier (freight to Kingston only), May 30 and June 27; Lady Somers, June 6; Cathcart (freight to Kingston only), June 13; Lady Rodney, June 20—all Canadian National.

To Bermuda, St. Kitts, Antigua, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo.—Tyrifjord, May 30; Manhem, June 13; Italia, June 27—all Ocean Dominion SS. Corp.

To Australian Ports.—Canadian Scottish, May 30; Canadian Cruiser, June 30—both Canadian National.

To New Zealand Ports.—Canadian Britisher, Canadian National, June 25.

To South African Ports.—Calgary, May 25; Cochrane, June 25—both Elder Dempster Line (also call at West African ports).

To South American Ports.—Canadian Traveller, Canadian National, June 20.

To St. Pierre-Miquelon and St. John's, Nfld.—A steamer, May 29; Cabot Tower, June 12—both Newfoundland-Canada SS. Ltd.

To Cornerbrook, Nfld.—New Northland, May 28 and June 13; North Voyageur, June 2—both Clarke SS. Co.

From Charlottetown

To St. Pierre-Miquelon and St. John's, Nfld.—Sollund, Newfoundland-Canada SS. Ltd., May 26 and June 9.

From Quebec

To Southampton.—Empress of Scotland, May 28 and June 18; Empress of France, June 4 and June 25; Empress of Australia, June 11—all Canadian Pacific.

From Halifax

To London.—Mississippi, June 4; Missouri, June 25—both Leyland Line.

To Liverpool and Manchester.—Median, Leyland Line, June 11; Nova Scotia, June 7; Newfoundland, June 24—both Furness Line.

To St. John's, Nfld.—Sollund, Newfoundland-Canada SS., June 7 (also calls at Newfoundland outports); Silvia, May 27 and June 10; Nerissa, June 3 and 17—both Furness-Red Cross Line; Nova Scotia, June 7; Newfoundland, June 24—both Furness Line.

To St. Pierre-Miquelon.—Sollund, Newfoundland-Canada SS., June 7.

To Bermuda, St. Kitts, Antigua, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo.—Tryifjord, June 5; Manhem, June 19—both Ocean Dominion.

To Kingston, Jamaica.—Cavelier, June 2 and 30; Cathcart, June 16—both Canadian National.

To Bermuda, Santo Domingo, Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, Barbados, Trinidad and Demerara.—Colborne, Canadian National, June 5.

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Drake, Canadian National, June 5.

To Santiago (Cuba) and Kingston (Jamaica).—Andalusia (also calls at Montego Bay and other Jamaica outports), May 28 and June 25; Caledonia, June 11—both Pickford & Black.

From St. John

To Port Said, Suez, Port Sudan, Aden, Mombasa (Kilindini), Tanga, Dar-es-Salaam, Rangoon and Calcutta.—City of Durham, American and Indian SS., May 26.

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Nelson, June 5; Lady Hawkins, June 19—both Canadian National.

From Vancouver

To Yokohama, Kobe, Shanghai, Hongkong and Manila.—Empress of Asia, May 29; Empress of Canada (also calls at Honolulu), June 12; Empress of Russia, June 26—all Canadian Pacific.

To Yokohama, Kobe, Muke and Hongkong.—Ixion, June 3; Tyndareus, June 24—both Blue Funnel.

To Yokohama, Kobe and Osaka.—Paris Maru (also calls at Dairen and Taku), Osaka Shosen Kaisha, June 11.

To Yokohama, Kobe, Osaka and Moji.—Arabia Maru, Osaka Shosen Kaisha, June 22.

To Auckland, Wellington, Lyttelton and Dunedin.—Golden Coast, Oceanic and Oriental Navigation Co., June 17.

To Honolulu, Suva, Auckland and Sydney.—Aorangi, May 28; Niagara, June 25—both Canadian-Australasian Line.

To Auckland, Wellington, Melbourne and Sydney.—Hauraki (also calls at Papeete and Adelaide), Canadian-Australasian Line, June 1.

To Sydney, Adelaide and Melbourne.—Oakworth, Australian B.C. Shipping Co., May 28.

To Brisbane, Sydney, Newcastle, Melbourne and Adelaide.—Indianic, May 30; a steamer, June—both Transatlantic SS. Co. Ltd.

To Manchester.—Bradglan, Reardon Smith Line, May 26; Pacific President, Furness (Pacific) Ltd., May 31.

To Liverpool, Southampton, London and Rotterdam.—Loch Katrine, June 4; Loch Monar, June 18—both North Pacific Coast Line.

To Havre, Dunkirk, Bordeaux and Antwerp.—Winnipeg, June 1; Oregon, July 5—both French Line.

To Hamburg, Bremen and Antwerp.—Tacoma, May 26; San Francisco, June 12; Oakland, June 26—all Hamburg-American Line; Moerdyk, June 3; Eemdyk, June 26—both North Pacific Coast Line (also call at Rotterdam).

To Barcelona, Marseilles, Genoa, Leghorn, Naples, Venice and Trieste.—Fella, May 31; Cellina, June 28—both Navigazione Libera Triestina.

To Santos, Rio de Janeiro, Buenos Aires, Montevideo, Rosario and Santa Fé.—Villanger, Westfal-Larsen, June 13.

To Capetown, East London, Durban and Lourenco Marqucs.—Neptunian, B.C. Shipping Agencies Ltd., early in June.

To Port of Spain (Trinidad) and Bridgetown (Barbados).—St. Jerneborg, Canadian Transport Co. Ltd., June 20.

To Puerto Colombia.—Point San Pablo, June 2; Point Fermin, June 16; Point Montara, June 27—all Gulf Pacific Line.

Note—Firms who desire information concerning ocean mail services may have their names placed on the mailing list of the Post Office Weekly Bulletin by applying to the Post Office Department.

799

CONDENSED LIST OF PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents.)
Canada-West Indies Conference (1920). (Price 25 cents.)
Canada-West Indies Conference Report (1925). (Price \$1.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 10 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada, \$3.50; single copies, 10 cents.
Czechoslovakia as a Market for Canadian Products (1927). (Price 25 cents.)
Denmark as a Market for Canadian Products (1926). (Price 25 cents.)
French-Canadian Homespun Industry.
Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)
Invoice Requirements: Leaflets covering the following countries: Argentina; Australia; Belgium; Brazil; Chile; China; Columbia; Cuba; Denmark; Finland; France; Holland; India; Italy; Mexico; Netherlands East Indies; New Zealand; Peru; South Africa; Switzerland; Turkey; Uruguay; and Venezuela. (Free.)
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Map of the World showing Trade Routes. (1922 Edition.)
Markets of British Malaya (1923). (Price 25 cents.)
Markets of Central America (1929). (Price 25 cents.)
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Sweden as a Market for Canadian Products (1928). (Price 25 cents.)
Switzerland as a Market (1929). (Price 25 cents.)
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Trading with Colombia and Venezuela (1928). (Price 25 cents.)
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Trading with Greece (1921). (Price 25 cents.)
Trading with Spain (1926). (Price 25 cents.)
West Africa and its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.
Census of Canada.

Miscellaneous Statistics respecting the following: Business; Education; Employment; Finance (Provincial and Municipal); Justice; Transportation, including railways and tramways, express, telegraphs, telephones, water, etc.; Production, including agriculture, furs, fisheries, forestry, mining, construction and manufactures; Vital: Births, deaths, marriages, divorce.

Canada, 1930.

Year Book of Canada.

Report of the Dominion Statistician, Annual.

Trade (External) (Imports and Exports), Annual, Quarterly and Monthly.

Trade (Internal), Prices, cost of living, capital movements, etc.

Argentine Republic

E. L. McColl, B. Mitre 430, Buenos Aires. (Territory includes Chile and Uruguay.) *Cable Address, Canadian.*

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

Commercial Agent: B. Millin, The Royal Exchange, Sydney, N.S.W.

Belgium

Jean J. Guay, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.* (Territory includes Roumania, Bulgaria, Hungary.)

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Ed. Da "A Noite," Sala 802, Praca Maua. *Cables, Canadian.*

British West Indies

Trinidad: R. T. Young. Address for letters—P.O. Box 125, Port of Spain. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*

Jamaica: F. W. Fraser, P.O. Box 225, Kingston. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, the Bahamas and British Honduras.) *Cable Address, Canadian.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—Daily News Building, 17 The Bund, Shanghai. *Cables, Canadian.*

Cuba

James Cormack. Address for letters—Apartado 1945. Office Address: Calle Obrapia 35, Havana, Cuba. (Territory includes San Domingo and Porto Rico.) *Cable Address, Canadian.*

France

Hercule Barré, 3 rue Scribe, Paris (9). (Territory includes French Colonies in North Africa, Egypt, Palestine, Syria.) *Cable Address, Cancomac.*

Germany

L. D. Wilgress, Gutruhhaus, Neuerwall 10, Hamburg 36. *Cable Address, Canadian.* (Territory covers Germany—except the Rhine Valley—Czechoslovakia, Austria, Poland, Esthonia, Latvia, Lithuania and Soviet Russia.)

Greece

Henri Turcot, 8 Metropole Street, Athens. (Territory includes Turkey.) *Cable Address, Canadian.*

Hongkong

Paul Sykes. Address for letters—P.O. Box 80. Office—Exchange Building, Hongkong. Territory includes South China, the Philippines, and Indo-China. *Cables, Canadian.*

India and Ceylon

Richard Grew, P.O. Box 2003, office, 8 Esplanade Mansions, Government Place East, Calcutta. *Cable Address, Canadian.*

Irish Free State

J. H. English, 66 Upper O'Connell street, Dublin. *Cable Address, Canadian.*

Italy

A. B. Muddiman, Via Manzoni Nr. 5—Milan (102). *Cables, Canadian.* Territory includes Spain, Portugal, Gibraltar, Canary Islands, Malta, Italian Colony in Africa, Albania, Jugoslavia, and Cyprus.)

Japan

Tokyo: J. A. Langley, Commercial Secretary. Address for letters, P.O. Box E. 401, Tokyo Central. Office, Imperial Life Assurance Building, Marunouchi, Tokyo. *Cables, Canadian.* Kobe: Acting Trade Commissioner. Address for letters, P.O. Box 230. Office, Chamber of Commerce Bldg., Kobe. *Cables, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. (Territory includes Central American Republics.) *Cable Address, Cancoma.*

Netherlands

J. C. Macgillivray, Beursplein 26B, Rotterdam. (Territory includes the Rhine valley and Switzerland.) *Cable Address, Canadian.*

Netherlands East Indies

G. R. Heasman, P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Yorkshire House, Shortland street, Auckland. *Cable Address, Canadian.*

Norway

F. H. Palmer, Jernbanetorget 4, Oslo. (Territory includes Scandinavian countries and Finland.) *Cable Address, Canadian.*

Panama

J. A. Strong, P.O. Box No. 222, Panama City. (Territory includes Venezuela and Colombia.) *Cable Address, Canadian.*

Peru

G. R. Stevens, Casilla 1212, Lima. Office, Calle Coca, 478. (Territory includes Bolivia and Ecuador.) *Cable Address, Canadian.*

South Africa

C. S. Bissett, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

London: Harrison Watson, Canadian Building, Trafalgar Square, S.W. 1, England. *Cable Address, Sleighing, London.*

London: J. Forsyth Smith, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C. 2. *Cable Address, Canfrucum.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany and Spain.)

Liverpool: Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street, *Cable Address, Canadian.*

Bristol: Douglas S. Cole, Sun Building, Clare street. *Cable Address, Canadian.*

Glasgow: Gordon B. Johnson, 200 St. Vincent Street, Scotland. *Cable Address, Cantracom.*

United States

New York City: Frederic Hudd, 44 Whitehall street. (Territory covers New England, Atlantic seaboard states. Pennsylvania; also the Bermudas.) *Cables, Cantracom.*

Chicago: R. S. O'Meara, Willoughby Tower, 8 S. Michigan Avenue. (Territory covers the Middle West and the Mississippi Valley.) *Cables, Canadian.*

San Francisco: H. R. Poussette, Suite 405, Alaska Commercial Building, 310 Sansome St. (Territory covers the Pacific seaboard and Rocky Mountain states.)

NOTE.—Bentley's Second Phrase Code is used by Canadian Trade Commissioners.

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Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. James Malcolm, M.P.
Director, Commercial Intelligence Service: C. H. Payne

Deputy Minister: F. C. T. O'Hara

Published in English and French. Subscription Price for either edition: \$1 per annum in Canada (single copies 5 cents each); \$3.50 outside the Dominion (single copies 10 cents each). Remittances, which may be made by Post Office or Express Orders, or Drafts, or Cheques, payable at par in Ottawa, should be addressed to the King's Printer, Government Printing Bureau, Ottawa.

Vol. XLII

Ottawa, May 31, 1930

No. 1374

TABLE OF CONTENTS

	Page		Page
Mr. Fraser's Itinerary in Ontario...	801	Japanese Market for Honey.....	828
Mr. Armstrong's Prospective Visit to Chile	802	Argentina: The Country and Its Prospects—II	829
"Empire Tariff Preferences on Canadian Goods".....	802	Economic Conditions in Venezuela—II Notes on Imports.....	832
Review of Australian Trade I Imports and Overseas Trade.....	802	Netherlands' Commodity Markets during 1929—III	834
Import Trade of Germany in 1929...	808	British Empire Trade Exhibition, Buenos Aires, 1931.....	837
United Kingdom Trade Conditions...	814	Dublin Spring Show, 1930.....	838
Liability to Income Tax of Overseas Firms doing Business in United Kingdom through Agents.....	817	British Merchandise Marks Act: Malt Products	839
Canned Fruits and Vegetables in Scotland and Northern Ireland.....	817	Tariff Changes, etc.....	840
Liverpool Cheese Market Conditions	818	Recent Exhibitions in the United Kingdom	840
North of England Fish Oil Trade...	819	Foreign Exchange Quotations.....	842
Growing Demand for Buttermilk in North of England.....	820	Trade Inquiries	843
Trade of St. Vincent in 1929.....	821	Sailings from Canadian Ports.....	845
Philippine Islands Market.....	822	List of Acts, etc., Administered.....	847
		Commercial Intelligence Service.....	848

MR. FRASER'S ITINERARY

Mr. F. W. Fraser, Canadian Trade Commissioner in Jamaica, has arrived in Canada with the object of undertaking a tour of the Dominion in the interests of Canadian trade with his territory, which includes Haiti, the Central American States, and the Bahamas. The following is the first part of his itinerary:—

Owen SoundJune 9
Port Elgin.June 10
LondonJune 11 to 14
Windsor.June 15, 16
Kitchener.June 17, 18
GuelphJune 19

Brantford.June 20 to 23
Woodstock and Ingersoll June 24
HamiltonJune 25 to 27
WellandJune 28
Niagara Falls.June 28 to 30

Firms desirous of being brought in touch with Mr. Fraser or of interviewing him are requested to communicate, in the case of Kitchener, with the Secretary of the Canadian Manufacturers Association, and in that of the other cities included in the above list with the Secretary of the Board of Trade or Chamber of Commerce.

MR. ARMSTRONG'S FORTHCOMING VISIT TO CHILE

Mr. O. M. Armstrong, Assistant Trade Commissioner in Argentina, will visit Chile in the near future in the interests of Canadian trade with that country. He expects to leave for Chile about June 15 and will remain until about the first of August. Canadian manufacturers who are interested in the Chilean market are requested to send catalogues and c.i.f. Valparaiso quotations immediately to Mr. Armstrong, c/o British Consulate-General, Valparaiso, Chile.

"EMPIRE TARIFF PREFERENCES ON CANADIAN GOODS": NEW EDITION

The first edition of the pamphlet, *Empire Tariff Preferences on Canadian Goods*, made up of articles reprinted from the *Commercial Intelligence Journal*, having become exhausted, a second edition, slightly enlarged, has been issued. This pamphlet is designed mainly to give information about Empire preferential duties on Canadian goods as compared with goods of non-British origin. An appendix contains a list of Canadian reciprocal tariff arrangements with foreign countries.

A copy of the pamphlet may be obtained free of charge by subscribers to the *Commercial Intelligence Journal* upon application to the Department of Trade and Commerce, Ottawa; to other than subscribers to the *Commercial Intelligence Journal*, the price is 25 cents.

REVIEW OF AUSTRALIAN TRADE, 1928-29

D. H. ROSS, CANADIAN TRADE COMMISSIONER

I

Imports and Oversea Trade

Melbourne, April 24, 1930.—The trade returns of the Commonwealth, recently published, make it possible to review the trend of Australian trade with all countries—more particularly with Canada—during the fiscal year ended on June 30, 1929. In the more important schedules comparative figures with some previous years are also tabulated.

During the year 1928-29 the total value of Australia's overseas trade was £288,498,333 as compared with £291,158,040 during the previous year. The value of the imports decreased from £147,944,970 in 1927-28 to £143,647,881, while exports increased from £143,213,070 to £144,850,452.

Imports of merchandise in 1928-29 were valued at £143,281,449 as compared with £146,936,540 during the previous year. Exports of merchandise in 1928-29 aggregated £140,923,932. Imports of specie in 1928-29 are given at £366,432, and exports were to the value of £3,926,530, the adverse trading balance in merchandise in 1928-29 being £2,357,517 compared with an adverse balance of £7,464,218 in the previous year.

Australia traded with 130 countries, including the Pacific islands, during the fiscal year under review, of which 43 were British and 87 foreign. Exports were made to 104 countries and imports were received from 120 countries.

The imports from British countries are given at £76,491,242, while foreign countries supplied £67,156,639. Imports from British countries declined by £5,924,131, and from foreign countries increased by £1,627,042 compared with the previous year.

The value of goods imported from the United Kingdom totalled £57,028,238 as compared with £63,098,037 in 1927-28, although exports to Great Britain increased from £54,279,714 to £55,172,552.

British dominions and colonies which supplied Australia with comparatively large quantities of imports were: India (£6,052,506), Canada (£4,871,643), New Zealand (£2,202,580), Ceylon (£1,966,171), British Malaya (£1,133,963), Pacific islands (£2,111,643), and South Africa (£586,879).

The United States in 1928-29 continued to be the principal foreign source from which goods and products were imported into Australia, the value from that country being £35,308,345.

Other foreign countries from which goods were largely imported into Australia were: Dutch East Indies (£7,091,619), Japan (£4,707,299), Germany (£4,545,501), France (£3,700,300), Switzerland (£1,969,079), Italy (£1,449,629), Sweden (£1,408,808), Belgium (£910,769), Norway (£890,414), Czechoslovakia (£679,854), and China (£633,217).

COMPARATIVE TABULATION OF AUSTRALIAN TRADE, 1926-27 TO 1928-29

In recapitulating the total trade of the Commonwealth for the last three years, the figures in the appended schedule are self-explanatory:—

	1926-27	1927-28	1928-29
Australian imports.	£164,716,594	£147,944,970	£143,647,881
Australian exports.	145,140,367	143,213,070	144,850,452
Total trade.	£309,856,961	£291,158,040	£288,498,333
Total trade per head.	£50.14.1	£46.14.0	£45.10.6
Imports decrease.	1927-28 from 1926-27		£16,771,624
Imports decrease.	1928-29 from 1926-27		4,297,089
Exports decrease.	1927-28 from 1926-27		1,927,297
Exports increase.	1928-29 over 1927-28		1,637,382
Total trade decrease.	1927-28 from 1926-27		18,698,921
Total trade decrease.	1928-29 from 1927-28		2,659,707

OVERSEA TRADE OF THE DIFFERENT STATES

The relative trading importance of each Australian state is illustrated in the appended schedule showing the values of imports and exports in 1927-28 and 1928-29. The principal ports at which the imports were landed and the exports shipped were respectively Sydney, Melbourne, Brisbane, Adelaide, Fremantle, Hobart, and Darwin.

	1927-28		1928-29	
	Imports	Exports	Imports	Exports
New South Wales.	£ 65,081,801	£ 51,882,915	£ 63,491,751	£ 49,288,900
Victoria.	47,911,131	31,728,558	46,005,650	39,437,225
Queensland.	11,760,214	21,855,054	11,594,348	23,251,716
South Australia.	12,509,300	18,030,143	11,305,866	14,811,542
Western Australia.	9,011,294	16,252,679	9,453,169	15,301,307
Tasmania.	1,640,817	3,434,456	1,875,052	2,706,042
Northern Territory.	30,413	29,265	32,045	53,720
	£147,944,970	£143,213,070	£143,647,881	£144,850,452

AUSTRALIAN IMPORTS IN 1927-28 AND 1928-29

The appended comparative return illustrates the value of Australian importations of British and foreign goods and products during the last two fiscal years:—

	1927-28	1928-29	Inc. or Dec.
United Kingdom.	£ 63,098,037	£ 57,028,238	—£6,069,799
Canada.	3,278,269	4,871,643	+ 1,593,374
Other British countries.	16,039,067	14,591,361	— 1,447,706
Total British countries.	£ 82,415,373	£ 76,491,242	—£5,924,131
Total foreign countries.	65,529,597	67,156,639	+ 1,627,042
Total imports.	£147,944,970	£143,647,881	—£4,297,089

COMPARISON OF FREE WITH DUTIABLE IMPORTS

The subjoined schedule gives the figures relating to the free and dutiable imports into Australia, together with the customs duties collected thereon:—

	1927-28	1928-29	Inc. or Dec.
Free imports of merchandise into Australia	£ 53,243,691	£ 53,607,067	+£ 363,376
Dutiable imports of merchandise into Australia	93,692,849	89,674,382	— 4,018,467
Specie and bullion imports	1,008,430	366,432	— 641,998
Total imports	£147,944,970	£143,647,881	—£4,297,089
Customs duties collected	30,785,907	30,418,376	— 367,531

COMMONWEALTH CUSTOMS DUTIES COLLECTED, 1928-29

Under section 154A of the Commonwealth Customs Act, it is provided that the value for duty shall be computed on the basis of "free on board steamer at port of export in the country of origin, and a further addition of 10 per cent added to invoice values." Thus the cost of transportation from factory point to the seaboard is dutiable at the same rate as the goods, hence the net duties are more than the rates expressed in the tariff. The tariff rates, net duties, and customs revenue are submitted as follows:—

Ad valorem Tariff Rates Per Cent	Net Duties Per Cent	Collections 1928-29		
		Under General Tariff	Under Preferential Tariff	Total
5	5½	£ 42,281	£ 18,316	£ 60,597
10	11	737,445	252,312	989,757
12½	13½	.....	213,413	213,413
15	16½	307,050	120,049	427,099
17½	19½	898,023	.....	898,023
20	22	1,125,373	476,110	1,601,483
22½	24½	.....	1,265	1,265
25	27½	1,046,820	712,261	1,759,081
27½	30½	.....	204,294	204,294
30	33	224,347	593,355	817,702
35	38½	477,434	1,463,330	1,940,764
40	44	929,645	320,164	1,249,809
45	49½	1,517,138	814,387	2,331,525
47½	52½	.....	4,500	4,500
50	55	1,024,628	53,065	1,077,693
55	60½	891,938	4,116	896,054
60	66	1,446,122	.....	1,446,122
65	71½	1,680	.....	1,680
Composite duties		202,234	428,172	630,406
Fixed duties—				
Alcoholic liquors and spirits		532,651	2,005,572	2,538,223
Tobacco and preparations..		2,476,836	299,160	2,775,996
Other fixed		7,245,444	1,096,124	8,341,568
Extra duty and duty transferred to revenue		211,322	.....	211,322
Grand total		£21,338,411	£9,079,965	£30,418,376

CLASSIFICATION OF AUSTRALIAN IMPORTS, 1928-29

The various classes under which the importations into Australia in 1928-29 are enumerated appears in the appended schedule:—

Foodstuffs of animal origin (including fish)	£ 2,367,393
Foodstuffs of vegetable origin	6,246,824
Spirituous and alcoholic liquors	1,876,944
Tobacco and preparations thereof	2,694,546
Live animals	159,325
Animal substances (including hides and skins)	1,972,615
Vegetable substances and fibres	3,009,229
Apparel, including boots and shoes	5,913,246

Classification of Australian Imports, 1928-29—Concluded

Textiles, piece goods, etc.	£ 24,440,035
Yarns, cordage, bags, woolpacks, etc.	6,357,635
Oils, fats and waxes	11,106,944
Paints and varnishes	784,594
Stones, minerals and concentrates	1,010,951
Machines and machinery (agricultural, electrical, etc.)	14,739,503
Metals and metal manufactures	28,247,930
Rubber and manufactures	2,497,423
Leather and manufactures	446,238
Timber and manufactures of wood	4,880,755
China, glass and stoneware	2,455,467
Paper (newsprint, wrapping, etc.)	4,978,354
Stationery and paper manufactures	2,800,175
Jewellery, timepieces, fancy goods, etc.	2,658,148
Scientific, optical and surgical instruments	1,443,356
Drugs, chemicals and fertilizers	5,213,338
Miscellaneous (arms, musical instruments, etc.)	4,979,198
Gold, silver and bronze specie	367,715
	<hr/>
	£143,647,881

AUSTRALIAN IMPORTS FROM BRITISH COUNTRIES, 1927-28 AND 1928-29

In the introductory paragraphs of this review particulars are given concerning the value of Australian importations from some British countries, but the appended tabulation conveys data relative to the values from the more important British possessions. The figures are submitted for general information thus:—

Country of Origin	1927-28		1928-29	
	£	Per Cent	£	Per Cent
United Kingdom	63,098,037	42.65	57,028,238	39.70
Canada	3,278,269	2.22	4,871,643	3.39
Ceylon	1,931,770	1.30	1,966,171	1.37
India	5,559,036	3.76	6,052,506	4.21
Malaya (British)	1,804,602	1.22	1,133,963	0.79
New Zealand	3,306,143	2.24	2,202,580	1.53
Pacific Islands	1,749,018	1.18	1,891,469	1.32
Papua	131,470	0.09	117,962	0.08
South African Union	658,283	0.44	586,879	0.41
Other British possessions	898,745	0.61	639,831	0.45
Total British countries	82,415,373	55.71	76,491,242	53.25

AUSTRALIAN IMPORTS FROM FOREIGN COUNTRIES, 1927-28 AND 1928-29

The value and percentage of imports into the Commonwealth from foreign countries during the last two fiscal years are tabulated thus:—

Country of Origin	1927-28		1928-29	
	£	Per Cent	£	Per Cent
Belgium	936,804	0.63	910,797	0.63
China	685,518	0.46	633,217	0.44
Egypt	15,511	0.00	38,845	0.02
France	3,877,113	2.62	3,700,303	2.58
Germany	4,621,469	3.12	4,545,501	3.16
Italy	1,362,061	0.92	1,449,629	1.01
Japan	4,282,614	2.90	4,707,299	3.28
Netherlands	972,633	0.66	1,145,378	0.80
Netherlands East Indies	5,703,345	3.86	7,091,619	4.94
Norway	925,867	0.63	890,414	0.62
Pacific Islands	173,802	0.12	220,174	0.15
Philippine Islands	208,547	0.14	163,030	0.11
Spain	206,532	0.14	193,865	0.14
Sweden	1,873,877	1.27	1,480,808	1.03
Switzerland	2,117,676	1.43	1,969,079	1.37
United States	35,005,736	23.66	35,308,345	24.58
Other foreign countries	2,560,492	1.73	2,708,336	1.89
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	65,529,597	44.29	67,156,639	46.75

AUSTRALIAN EXPORTS, 1926-27 TO 1928-29

In the following schedule the total value of the exports from the Commonwealth for the years under review illustrates Australian trade within the Empire and with foreign countries:—

	1926-27	1927-28	1928-29
United Kingdom.. . . .	£ 48,351,780	£ 64,279,714	£ 55,172,552
Canada	1,171,687	856,767	813,992
Other British countries	14,753,427	14,368,568	20,073,813
Total British countries.. . . .	£ 64,276,894	£ 69,505,049	£ 76,060,357
Total foreign countries.. . . .	80,863,473	73,708,021	68,790,095
Grand total exports	£145,140,367	£143,213,070	£144,850,452

Wool continued to occupy the paramount position in the value of Australian exports in 1928-29, having aggregated £61,615,245 as compared with £66,097,118 in the previous year.

Other primary products which mainly contributed towards the total value of Australian exports were: wheat (£20,336,199), butter (£7,545,430), flour (£5,998,600), sugar (£5,223,348), sheepskins (£4,588,828), pig lead (£3,217,570), beef (£2,888,287), rabbit and hare skins (£2,630,295), raisins (£1,620,307), lambs (£1,423,440), tallow (£1,384,460), cattle hides (£1,331,486), and preserved milk (£1,107,079).

British countries took 53·25 per cent of the total exports from Australia in 1928-29, while foreign countries took 46·75 per cent. The value of exports to the United Kingdom was £55,172,552 as compared with £54,279,714 in 1927-28.

France ranks next to the United Kingdom as a purchaser of Australian goods and products (£15,141,155), with 10·45 per cent of the total. The value of Australian exports to Japan (£11,518,986) comprised 7·95 per cent of the total; to Germany (£9,730,389), 6·72 per cent; to Belgium (£9,044,614), 6·24 per cent; to the United States (£5,831,794), 4·03 per cent; and to Italy (£5,169,404), 3·57 per cent.

EXPORTS OF SHIPS' STORES

The value of stores shipped on board oversea vessels in Australian ports is not included in the general exports. The figures in recent years are shown thus:—

	1926-27	1927-28	1928-29
Ships' stores exported	£2,781,312	£2,601,034	£2,316,116

MERCHANDISE AND SPECIE EXPORTS COMPARED

The following schedule shows the relative position in the Commonwealth trade returns of the exports of merchandise and specie of Australian origin:—

	1927-28	1928-29
Australian merchandise.. . . .	£135,217,349	£137,865,881
Other merchandise	4,254,973	3,058,051
Australian specie and bullion	3,730,098	3,892,352
Other specie and bullion	10,650	34,168
Total Australian produce	138,947,447	141,758,233
Total other produce	4,265,623	3,092,219
Grand total exports	143,213,070	144,850,452

CLASSIFICATION OF AUSTRALIAN EXPORTS, 1928-29

The appended schedule indicates the various classifications of Australian exports in 1928-29:—

Foodstuffs of animal origin (butter, cheese, meats, milk, etc.)	£15,884,314
Foodstuffs of vegetable origin (grain, flour, fruits, sugar, etc.)	36,600,903
Spirituuous and alcoholic liquors	574,411
Tobacco and preparations thereof	528,598
Live animals	304,385
Animal substances (hides, skins, wool, etc.)	71,497,445

Classification of Australian Exports, 1928-29—Concluded

Vegetable substances and fibres	£ 1,003,694
Apparel	173,909
Textiles	236,739
Yarns and manufactured fibres	120,207
Oils, fats and waxes	1,714,432
Paints and varnishes	60,850
Ores, minerals, concentrates and coal	1,636,003
Machines and machinery	577,160
Metals and metal manufactures	5,560,676
Rubber and rubber manufactures	101,863
Leather and leather manufactures	535,960
Timber and manufactures of wood	1,240,375
Stoneware, glass and cements	93,881
Paper	68,755
Stationery and paper manufactures	176,800
Jewellery and fancy goods	227,271
Scientific, optical and surgical instruments	346,696
Drugs, chemicals and fertilizers	646,962
Miscellaneous (soap, ammunition, etc.)	1,011,643
Gold, silver and bronze specie	3,926,520

Total exports all classifications £144,850,452

AUSTRALIAN EXPORTS TO BRITISH COUNTRIES, 1927-28 AND 1928-29

The appended comparative schedule gives particulars in respect to Australian exports to British countries in 1927-28 and 1928-29:—

Country of Origin	1927-28		1928-29	
	£	Per Cent	£	Per Cent
United Kingdom	54,279,714	37.90	55,172,552	38.09
British possessions—				
Canada	856,767	0.59	813,992	0.56
Ceylon	556,587	0.39	603,742	0.42
India	2,588,903	1.81	8,874,947	6.13
Malaya (British)	2,030,680	1.42	1,984,431	1.37
New Zealand	3,854,635	2.69	3,730,565	2.57
Pacific Islands	1,456,335	1.02	1,413,720	0.98
Papua	203,618	0.14	173,042	0.12
South African Union	2,847,194	1.99	1,953,313	1.35
Other Brit. possessions	830,616	0.58	1,340,053	0.92
Total British possessions	15,225,335	10.63	20,887,805	14.42
Total British countries	69,505,049	48.53	76,060,357	52.51

AUSTRALIAN EXPORTS TO FOREIGN COUNTRIES, 1927-28 AND 1928-29

Australian exports to foreign countries for the last two fiscal years are given in the accompanying return:—

Country of Origin	1927-28		1928-29	
	£	Per Cent	£	Per Cent
Belgium	9,320,508	6.51	9,044,614	6.24
China	310,482	0.22	1,117,142	0.77
Egypt	3,046,892	2.13	3,915,200	2.70
France	15,166,747	10.59	15,141,155	10.45
Germany	12,027,313	8.39	9,730,389	6.72
Italy	5,138,034	3.59	5,169,404	3.57
Japan	12,571,282	8.78	11,518,986	7.95
Netherlands	492,466	0.35	653,535	0.45
Netherlands East Indies	1,945,734	1.36	2,075,664	1.43
Norway	13,646	0.01	5,026	0.00
Pacific Islands	448,218	0.31	506,367	0.35
Philippine Islands	456,989	0.32	430,993	0.30
Spain	3,573	0.00	22,395	0.02
Sweden	430,266	0.30	413,938	0.29
Switzerland	12,512	0.01	14,194	0.01
United States	8,954,823	6.25	5,831,794	4.03
Other foreign countries	3,368,536	2.35	3,199,299	2.21
Total foreign countries	73,708,021	51.47	68,790,095	47.49

IMPORT TRADE OF GERMANY IN 1929

L. D. WILGRESS, CANADIAN TRADE COMMISSIONER

Hamburg, May 2, 1930.—The total imports of merchandise into Germany in 1929 were valued at 13,434,587,000 reichsmarks—a decrease of 566,671,000 reichsmarks from the total of the previous year. This small decrease chiefly represents a fall in the prices of a large number of important products. The actual volume of goods imported showed an increase from 66,000,000 metric tons in 1928 to 66,760,000 metric tons last year. Imports of food products showed the greatest decline both in respect to value and to quantity. This is a reflection of the good German crops in the last two years and of the tariff protection accorded to German agriculture. Imports of raw materials and semi-manufactured products were about the same in value but greater in quantity than the previous year, which is an indication of the high industrial activity of the past year. This group accounts for over half the total value of imports, so that the small decrease in the value of imports last year can be understood.

The United States, Great Britain, and Argentina were the chief sources of supply for the goods imported into Germany last year. Importations from both the United States and Argentina showed a marked decline. Canada dropped from twelfth to fifteenth place among the sources of supply. Imports from Canada were valued at 301,600,000 reichsmarks as compared with 375,-300,000 reichsmarks in 1928. The following table shows the total imports from the principal sources of supply in 1929:—

Imports into Germany, 1929

Source of Supply	Value in 1,000 Reichsmarks	Source of Supply	Value in 1,000 Reichsmarks
United States	1,787,800	Russia	425,700
Great Britain	865,400	China	370,700
Argentina	745,500	Denmark	369,700
Holland	701,000	Dutch East Indies	361,000
France	642,000	Switzerland	317,800
British India	623,700	Australia	313,400
Czechoslovakia	480,300	Canada	301,600
Belgium	447,200		

IMPORTS OF FOODSTUFFS

The part of the German foreign trade returns of most interest to Canada is that relating to imports of food products. Imports of food and drink last year were valued at 3,817,283,000 reichsmarks as compared with 4,187,941,000 reichsmarks in 1928. The decrease may be attributed to the successive good yields of crops in the last two years, to the lower purchasing power resulting from the depression of home trade, and to the effect of the protective duties on agricultural products.

The following table summarizes the quantities of the principal food products imported into Germany during the last two years and some of the corresponding figures for 1913 are given for comparison:—

German Food Imports

	1913	1928	1929
	In Metric Tons (2,204 Lbs.)		
Wheat	2,546,000	2,472,900	2,131,800
Wheat flour	17,900	38,500	30,309
Rye	352,500	338,700	144,500
Rye flour	1,000	600	65
Beef	30,300	103,800	80,000
Pork	21,100	17,000	22,600
Bacon	1,600	3,700	5,800

German Food Imports—Concluded

	1913	1928	1929
	In Metric Tons (2,204 Lbs.)		
Other meats	14,200	4,500	4,200
Canned meats . . . . .	.....	4,400	5,800
Lard	107,400	87,500	97,000
Butter	54,200	126,600	135,000
Cheese	26,300	61,500	67,000
Canned fish . . . . .	.....	11,400	12,900
Eggs	166,800	178,800	168,100
Fresh milk	77,200	24,700	26,800
Canned milk . . . . .	.....	400	90
Honey . . . . .	.....	9,400	9,860
Dried fruits . . . . .	.....	65,700	59,100
Fresh apples . . . . .	.....	212,900	163,400

It will be noted that there was a fairly substantial decrease in the imports of bread grains as compared with the figures for the previous year, which themselves represented a falling off from the heavy importations of bread grains in 1927. The increase in the flour duty led to a further decline in the German imports of wheat flour. The decrease in the imports of beef was due to the reduction in the duty-free quota for frozen meat. Imports of dried fruits and fresh apples declined as a result of the good fruit crop in Germany last year, but during the first part of the year importations were large. There were further increases last year in the importations of butter, lard, and cheese, while small increases are to be noted in the imports of canned fish and canned meats.

Exports of bread grains under the system of duty-free import certificates in exchange for exported grain were again fairly considerable, particularly in the case of rye. Exports of wheat, principally to Great Britain and Holland, amounted to a total of 311,745 metric tons as compared with 272,921 tons in 1928. Exports of rye totalled 552,325 metric tons as against 403,986 tons in the previous year. In addition, there was an export last year of 66,211 metric tons of wheat flour, Holland, Great Britain, and Switzerland being the chief markets; and an export of 40,438 metric tons of rye flour, which was shipped chiefly to the Scandinavian countries. Before the war the exports of bread grains and flour were still greater; in 1913 Germany exported 538,300 tons of wheat, 934,500 tons of rye, 194,800 tons of wheat flour, and 225,100 tons of rye flour.

IMPORTS OF FEEDING STUFFS

The German live stock industry is dependent upon large importations of foreign feeding stuffs. Last year there were further declines in the imports of barley and corn, due to the larger quantities of domestic rye available for fodder purposes. On the other hand, the imports of oilcakes and fish meal were greater than in the previous year. The following table compares the imports of leading feeding stuffs for the last two years and 1913:—

	1913	1928	1929
	In Metric Tons (2,204 Lbs.)		
Barley	3,248,200	1,929,500	1,764,800
Oats	505,000	157,700	110,900
Corn	918,700	1,284,500	669,300
Mill offals, bran	1,414,300	587,129	462,600
Rice offals	206,500	100,421	50,200
Oilcakes	828,500	546,622	555,200
Fish meal . . . . .	.....	94,208	118,100

IMPORTS OF RAW MATERIALS

The continued activity of German industry during the past year resulted in the imports of raw materials remaining at about the same level as in the previous two years. Imports of raw materials and semi-manufactured goods were valued at 7,205,054,000 reichsmarks as compared with 7,218,432,000 reichsmarks in 1928.

The importation of iron ore totalled 16,952,823 metric tons as against 13,794,448 tons in 1928. (The imports of Newfoundland iron ore amounted to 750,186 tons.)

The following table compares the imports into Germany during the last three years of those minerals and metals which are of most interest to Canada:—

	1927	1928	1929
	In Metric Tons (2,204 Lbs.)		
Asbestos	15,900	17,700	14,900
Nickel ore	2,500	2,300	13,900
Nickel, raw	3,500	4,167	4,480
Copper ore	258,900	364,300	438,100
Copper, raw	230,800	227,000	194,700
Lead, raw	156,900	148,500	136,900
Zinc, raw	146,600	144,100	136,207
Aluminium, raw	12,800	14,800	7,400
Graphite	26,200	26,900	21,100
Mica, raw	1,000	1,000	1,000
Feldspar	45,300	42,500	46,500
Talc	20,700	23,500	24,300
Magnesite	58,700	60,400	80,200
Molybdenum and other miscellaneous ores	3,000	4,800	6,800

IMPORTS OF MANUFACTURED GOODS

The total value of finished goods imported into Germany in 1929 was 2,262,526,000 reichsmarks, which represents a slight decrease from the total of the previous year, which amounted to 2,450,127,000 reichsmarks.

The largest single item in the 1929 imports of manufactured goods was comprised of various kinds of yarn, accounting for a value of 512,300,000 reichsmarks.

A total of 14,529 passenger automobiles of a value of \$11,363,000 were imported into Germany in 1929 as compared with 18,274 units in the previous year. Of the former total the United States supplied 9,291, Italy 2,970, Austria 1,263, and France 537 automobiles. Imports of motor trucks in 1929 totalled 357, of which 175 came from the United States, as against a total import of 220 trucks in 1928.

Last year a total of 333,675 motor vehicle tire casings of a value of \$4,496,900 and 257,917 inner tubes for motor vehicle tires of a value of \$543,570 were imported into Germany. This compares with an import of 316,626 tire casings and 197,713 inner tubes in the previous year. In 1929 the United States supplied 138,106 tire casings and 81,177 inner tubes; Belgium, 88,020 casings and 81,270 inner tubes; Italy, 53,707 casings and 17,237 inner tubes; France, 22,169 casings and 46,500 inner tubes; and Great Britain, 13,283 casings and 16,704 inner tubes.

The imports of rubber shoes into Germany last year amounted to 594,880 pounds of a value of \$622,600, of which 145,200 pounds came from the United States and the balance chiefly from Sweden, Russia, Czechoslovakia, and Latvia. These figures do not include overshoes or canvas shoes with rubber soles, which are listed among shoes of textile materials with soles of other materials. Of the latter item the German trade returns for 1929 show an import from Canada of 116,160 pairs, and from the United States of 869,452 pairs. The total import under this item came to nearly 3,000,000 pairs, and was considerably greater than in the preceding year.

In 1929 a total of 4,370 harvesting machines was imported into Germany as compared with 5,724 machines in 1928. The value of last year's import was \$633,570 and the total weight was 3,005 metric tons, of which Canada supplied 1,794 tons, the United States 648 tons, and France 291 tons. There was also an importation last year of 1,721 tractors and motor ploughs, weighing a total

of 2,768 metric tons, of which 2,448 tons came from the United States. In addition, a total of 13,743 sowing machines, hay presses, choppers, lawn mowers, and miscellaneous agricultural machines were imported last year as compared with 10,694 in the previous year. The total weight of these machines amounted to 2,161 metric tons, of which Czechoslovakia supplied 1,030 tons, France 393 tons, Sweden 331 tons, and the United States 125 tons.

IMPORTS FROM CANADA

The German trade returns for 1929 give the total value of the imports from Canada at 301,612,000 reichsmarks (\$71,812,000) as compared with 375,279,000 reichsmarks (\$89,352,000) in 1928. This decrease in the German imports from Canada may be chiefly accounted for by the falling off in the shipments of Canadian grain. The following table shows the quantities and values of the chief items of import from Canada during the year 1929, as given in the German trade statistics:—

	Quantity	Value
	In Metric Tons (2,204 lbs.)	In 1,000 Reichsmarks
Total.. . . .	1,314,269	301,612
Wheat.. . . .	746,190	159,176
Barley.. . . .	452,679	78,075
Copper, raw and waste.. . . .	8,035	14,300
Zinc, raw and waste	10,652	6,013
Chemical and pharmaceutical products.. . . .	2,399	5,393
Asbestos.. . . .	9,644	4,281
Miscellaneous ores.. . . .	10,779	3,649
Rye.. . . .	17,100	3,136
Aluminum, raw and waste.. . . .	1,492	2,537
Wheat flour.. . . .	7,034	2,343
Oats	11,097	1,694
Agricultural machinery.. . . .	1,979	1,671
Lead, raw and waste.. . . .	2,058	1,243
Furs, raw.. . . .	10	1,178
Intestines, stomachs, etc..	908	1,079
Building timber	7,255	962
Foxes (43 in number).. . . . .	.....	893
Machines (other than electric)..	108	834
Bran.. . . .	7,326	827
Wool and other animal hair	153	617
Tin, raw and waste.. . . .	150	520
Fish and fish preparations.. . . .	340	511
Zinc ores.. . . .	4,108	474
Meat, bacon and sausages.. . . .	278	310
Corn.. . . .	1,109	207
Paints and varnishes.. . . .	90	192
Non-oily seeds.. . . .	166	184
Boilers and machine accessories.. . . .	105	170
Furniture and other woodenware.. . . .	220	99
Cheese.. . . .	45	99
Lard.. . . .	96	95
Caoutchouc goods.. . . .	13	93
Oil cakes.. . . .	420	71
Copper ores.. . . .	18	46
Hides and skins	15	33
Paper and paper goods.. . . .	8	17
Caoutchouc, gutta-percha, balata.. . . .	26	15
Tools and agricultural implements.. . . .	4	10
Honey.. . . .	174	....
Dried apples.. . . .	44	....
White clover seeds.. . . .	117	....
Nickel, raw and waste.. . . .	487	....

Compared with the previous year, the German statistics of imports from Canada in 1929 are chiefly notable for the marked decline in the importations of foodstuffs, particularly wheat, rye, wheat flour, oats, corn, cheese, lard, honey, and dried apples. The importation from Canada last year of 746,190 metric tons of wheat compares with a total of 1,067,107 metric tons in 1928. The imports of Canadian wheat flour decreased from 13,763 metric tons in 1928 to 7,034

tons last year. There were also small declines shown in the imports from Canada of asbestos, agricultural machinery, raw lead, raw furs, fish products, copper ores, paper, and tools. On the other hand, the importations from Canada of most of the products given in the above table increased as compared with the previous year. This was notably the case with the imports of Canadian minerals and metals, such as copper, zinc, tin, raw nickel, aluminium, zinc ores, and miscellaneous ores. There were also increases in the imports from Canada of barley, lumber, bran, and animal hair.

The German trade returns may be regarded as a fairly reliable indication of the volume of trade between Canada and Germany, particularly in regard to the main items of Canadian export to that country. On the other hand, in the case of certain items it would appear that a proportion of the Canadian products shipped to Germany through ports in the United States continue to be credited as imports from the latter country, but greater care is constantly being taken to check the origin of such imports.

The Canadian trade statistics do not afford an entirely accurate indication of the volume of Canadian exports to Germany for the reason that Canadian products shipped to Hamburg and re-exported from this port to Czechoslovakia and other countries are usually credited in the Canadian statistics as exports to Germany. Thus the bulk of the flour given as being exported to Germany is eventually consumed in Czechoslovakia. On the other hand, owing to the importance of Rotterdam and Antwerp as ports of entry for a large section of Germany, a considerable proportion of the products shown in the Canadian statistics as exported to the Netherlands, and a part of those shown as exported to Belgium, have that country as their ultimate destination. Moreover, grain cargoes consigned to British ports and redirected to German destinations also are not usually included in the Canadian trade returns among the exports to Germany.

The Canadian statistics of exports to Germany in the calendar year 1929 show a decrease of \$13,232,922 as compared with the previous year. The following table indicates the development of Canadian-German trade as shown in the Canadian trade returns for the last five years:—

	1925	1926	1927	1928	1929
Imports from Germany	\$ 9,034,679	\$14,001,614	\$16,802,712	\$19,886,634	\$22,071,607
Exports to Germany..	31,077,476	30,706,040	40,183,235	45,625,574	32,392,652

It will be noted that, while in previous years the exports to Germany have greatly exceeded the value of the imports from Germany, the balance of trade in favour of Canada last year amounted to only slightly over \$10,000,000.

Germany ranked last year, according to the Canadian trade statistics, as the fourth largest market for Canadian exports. The importance of the German market to the export trade of the Dominion is illustrated by the following figures showing the total value of Canadian exports to the seven chief markets in 1929: United States, \$522,585,557; United Kingdom, \$290,389,013; Japan, \$37,504,692; Germany, \$32,392,652; China, \$27,268,524; Belgium, \$23,803,735; Netherlands, \$20,960,183.

As previously stated, a certain proportion of the Canadian exports credited to the Netherlands, and also a part of those credited to Belgium, would be consumed in Germany.

CANADIAN EXPORTS TO OTHER CENTRAL EUROPEAN COUNTRIES

The direct exports from Canada to the other countries included in the territory assigned to the Canadian Trade Commissioner at Hamburg were not very large during the past year. Soviet Russia may be said to be the only other country of this territory which imports direct the bulk of its requirements

of Canadian products. Other of these countries, such as Czechoslovakia, Austria, and Poland, consume important quantities of Canadian goods, but these are usually consigned in the first instance to Hamburg, and for this reason appear in the Canadian trade returns among the exports to Germany.

The following were the values of the direct exports from Canada to the countries covered by the Canadian Trade Commissioner at Hamburg in the calendar year 1929: Germany, \$32,392,652; Soviet Russia, \$3,403,833; Czechoslovakia, \$748,798; Austria, \$383,443; Poland and Danzig, \$199,615; Esthonia, \$31,382; Latvia, \$9,783—a total of \$37,169,506. It is thus seen that the Canadian Trade Commissioner at Hamburg covers a territory with which Canada last year did a direct export trade valued at over \$37,000,000.

The total value of Canadian exports to the above territory in 1929 was \$13,419,624 less than in the previous year. Exports to Soviet Russia increased by \$1,137,068, but the direct exports to Czechoslovakia, on the other hand, showed a decrease of \$1,102,299. The direct exports to Esthonia decreased by over \$100,000 as compared with the previous year. There was a decline of nearly a similar amount in the case of the direct exports to Latvia, while the Canadian exports to Holland and Danzig showed a falling off of nearly \$57,000. Direct exports to Austria increased by \$36,000 as compared with the previous year.

The increased value of Canadian exports to Soviet Russia last year was mostly accounted for by the larger shipments to that country of wheat and agricultural implements and machines, particularly tractor ploughs. The decrease in the value of direct Canadian exports to Czechoslovakia and the Baltic States was due chiefly to the falling off in the shipments to those countries of Canadian flour. The volume of the trade in Canadian flour with Czechoslovakia is not fully indicated in the Canadian statistics of exports to that republic, since the bulk of the shipments are consigned in the first instance to Hamburg and hence are credited among the exports to Germany.

FUTURE PROSPECTS

The decline in the Canadian exports to this territory last year is disappointing after the steady expansion of trade in the previous five years. This decline is chiefly to be attributed to the decrease in the shipments of Canadian grain and flour. Another factor is the tendency of Central European countries to impose restrictive duties on food products with a view to alleviate the present depression of agriculture. The discrimination in duty resulting from the absence of a trade treaty between Canada and Germany also hinders the sale of certain Canadian products to this territory.

In spite of these unfavourable factors, the prospects are encouraging for the continued export of large quantities of Canadian products to this territory. Canada is in a position to supply the foodstuffs, minerals, and forest products which these countries require to import. Although the territory comprises some of the most industrialized sections of Europe, there should be an increasing trade in those manufactured goods which the Dominion can sell in competition with the products of European industries. Among such goods may be mentioned agricultural implements and machines, automobiles, tires and rubber footwear, building boards, skates, electric washing machines and vacuum cleaners, safety razors, and calculating machines.

During the past five years great progress has been made in the stabilization of economic conditions in the countries of Central Europe, so that the trade with this territory is no longer attended with the risks and uncertainties which characterized the past decade. This stability in economic conditions should be reflected in a steady expansion of the exports of those products in which Canada can hope to do a permanent trade with this territory.

UNITED KINGDOM TRADE CONDITIONS

HARRISON WATSON, CANADIAN TRADE COMMISSIONER

London, May 14, 1930.—Business conditions continue generally poor and the outlook is discouraging. The best that can be said is that the worst is now known regarding the Government's budget intentions. While the Chancellor's speech has created disappointment in certain quarters, it has at least removed the general uncertainty which was retarding trade movement, and, moreover, the official announcement sets at rest various rumours regarding the Government's attitude towards fiscal and other matters which were creating apprehension and anxiety.

Upon the other hand, the addition of 6d. in the £ to the income tax, and which falls entirely upon the wealthier classes who represent a merely fractional proportion of the population, creates a further burden for industry and another handicap to the recovery of the country's export trade. It was computed by recognized authorities before this additional tax was adopted that taxation per head of the population in Great Britain was £15 1s. 5d., in comparison with £5 13s. 6d. (or £8 14s. 3d. if State taxes are included) in the United States, £7 9s. 5d. (or £9 12s. 8d. if State taxes are included) in Germany, £7 7s. in France, and £4 4s. in Italy, which also have the advantage of protected home markets, and in the case of European countries, of cheaper wages.

It is true that the decision of the Government to leave untouched, at least for the present, the McKenna import duties has been received with feelings of relief among the industries affected, although this result was generally expected. Upon the other hand, the abrogation of the Safeguarding import duties on lace, gloves, cutlery, and gas mantles is occasioning great concern to these industries and must further add to unemployment.

Upon the whole it can be said that the announcement of the Government's fiscal policy has dissipated such hopes of immediate trade recovery as were held by the sanguine. It is only fair, however, to point out that any such anticipation of general improvement rested upon frail supports when taken in conjunction with the almost universal trade depression and unfavourable conditions which seem to prevail everywhere.

As matters stand, unsatisfactory reports are at the moment associated with almost every branch of production in Great Britain. Although a certain measure of activity still prevails in shipbuilding and the iron and steel trades, this must speedily wane in the absence of orders for future business which up to the present are reported to be lacking.

The gloom in the textile industries continues unrelieved, and in the case of cottons is added to by the current events in India. The mild winter and business slackness on the Continent have also resulted in a decrease in shipments of coal. The general fall in wholesale prices which has been such an important contributor to the world's present troubles, if slackening in speed, has not been entirely checked. Ocean freights have shown some tendency to react after the recent continued heavy drop. At the same time the volume of idle shipping is practically a record.

Indeed, while it would be foolish to take a permanently pessimistic view of the outlook, the only bright spots on the horizon at the moment are the reduced duties offered to many United Kingdom products in the recent Canadian Budget (action which has been universally welcomed and appreciated), and a further reduction in the Bank of England rate to 3 per cent.

FOREIGN TRADE RETURNS

Under the above circumstances it was to be anticipated that the foreign trade returns must be adversely affected. According to figures just issued for the month of April, United Kingdom imports are valued at only £83,922,401 in comparison with £93,420,482 a month ago and £104,128,731 in April, 1929, or a falling off of more than £20,000,000 from the returns of the latter month.

The drop in imports for the four months' period ended April totals £42,673,-696, which is fairly well divided under the different categories. Incidentally the classification "food, drink and tobacco" represents £17,250,000 of the decline, and "raw materials" £26,500,000, mainly covered by cotton and wool.

Wheat alone exhibits a shrinkage for the first four months of the year in comparison with 1929 of 9,500,000 cwts. and £5,000,000. However, whereas receipts from Canada fell from 10,181,863 cwts. to 7,110,080 cwts., the reduction in arrivals from the Argentine was nearly 6,500,000 cwts.

In the case of flour the movement has been the other way, receipts for the four months having increased to 3,482,007 cwts. in comparison with 2,585,485 cwts. in the previous year. Canada's share has, however, slightly receded by 50,000 cwts. to 1,153,468 cwts.

Exports of United Kingdom products similarly show a falling off of £13,-500,000 from April a year ago, and at £46,861,461 are £7,000,000 below the March figures. While conceding that the general fall in wholesale prices (estimated at something like 12 per cent within the last year) accounts for a considerable proportion of this reduced value, and also that the Easter holidays took place in April, the results can only be regarded as disappointing. The present woes of home industry are represented by a contraction in April as compared with the same month last year of £10,500,000 in the export of United Kingdom manufactured goods out of a total reduction of £13,400,000. While there is a fall under every item, the chief contributors are cotton manufactures and yarns (£4,250,000) and iron and steel manufactures (£1,000,000).

RETAIL PRICES

A noticeable feature since the war has been the wide and increasing discrepancy between the level of wholesale and retail prices in this country. Some have regarded this as a legacy of the universal profiteering which took place during the war. In any case, the glaringly excessive prices demanded by many retailers for prime necessities of life have imposed an unnecessary burden upon all, and have been more especially resented by the labouring classes. Indeed, the huge increase in the cost of living was largely instrumental in fomenting many of the strikes and labour troubles which succeeded the war and has since handicapped attempts to establish lower wages.

As a result of pressure brought to bear upon them, the late Conservative Government appointed a Food Council to investigate instances of undue profiteering. The operations of the body were, however, confined to following the course of prices and, after investigation, consulting retailers in the trade concerned in the hope of effecting a mutually satisfactory settlement. Powers were restricted to publishing the report, and the Council was not given any machinery or authority for enforcing their decisions. The net result achieved was practically nil.

During the past year or so there has been a heavy, almost amounting to a spectacular, fall in the wholesale prices of almost every commodity, with the result that at the present time the average level, according to recognized statistical bodies, stands at about 119, as compared with the basic index figure of 100 in 1913.

Simultaneously, according to official figures of the cost of living published monthly by the Government Department of Labour, the corresponding level of retail prices is as high as 157 as against 100 in 1913.

With bad trade and heavy and increasing unemployment, this unwarranted and unfair spread has caused a general outcry among classes of all kinds as indicating a failure of retailers to give their customers an adequate proportion of the reduction in the price of their purchases which has taken place.

In order to grapple with the evil, the President of the Board of Trade has introduced a bill for the establishment of a "Consumers' Council,"

somewhat upon the lines of its predecessor. Fortified with the knowledge of the practical failure of the earlier scheme, the Government propose giving the new body authority to implement its reports by legal action.

The proposed Council is to consist of seven members, of whom two at least shall be women, and its duty will be to investigate and report to the Board of Trade upon all questions relating to the production, distribution, supply and price of articles of food of common consumption, clothing materials, wearing apparel, fuels, and such other articles as it may be charged by the Board of Trade to investigate. No orders will take effect, however, until they have been approved by a resolution of Parliament.

The regulations give the Council power to examine witnesses upon oath, compel the production of information in writing, and to obtain access to books, accounts, documents, etc. The proceedings are to be confidential.

Upon the Council reporting that an excessive price or commission is being charged, it is permitted in its report to the Board of Trade to recommend the price which ought to be charged, and if the Board of Trade hold the opinion that compliance with the order cannot be secured by any other means, the Board may fix a maximum price.

Whereas a universal welcome would be extended to relief from the present unwarranted high level of retail prices, the compulsory price-fixing and certain other features of the bill have aroused considerable surprise, and events point to the bill, and these particular sections, being bitterly opposed not only by political opponents but by many members of the commercial community as an unjustifiable breach of their rights.

The bill has passed its second reading and its future career will be followed with great interest. Whereas actual price-fixing may be opposed to previous economic experience and create too drastic a handicap to legitimate trade, the existing condition of affairs cries loudly for remedy and redress, more especially as increased taxation and depressed conditions in trade and industry in particular have greatly reduced the incomes of all classes. It seems pretty clear, however, that it will be impossible to secure any permanent results without the adoption of organized compulsion of some kind or other.

AID FOR BASIC INDUSTRIES

A scheme which has been sponsored by the Government and which, it is expected, will be largely instrumental in financing the reorganization of the staple industries of the United Kingdom, was completed during the past month. As the outcome, a new company has been formed, under the designation of the Bankers' Industrial Development Company, the chairman of which is the Governor of the Bank of England and the capital of which (£6,000,000) will be subscribed by the leading banking and financial institutions of the country. According to the official statement, "the object of the company is to receive and consider schemes submitted by the basic industries of this country for the purpose of their rationalization, either by industries or by regions. In the case of schemes which may be approved, arrangements will be made for the provision in one way or another and through existing agencies of such moneys as may seem to be essential." The company is not intended to be a profit-making concern, although it is hoped to cover expenses.

There is no doubt that an organization of this description will have ample opportunities for providing a much-needed public service. The basic industries of the United Kingdom have since the war suffered from an almost continuous depression, and their need for rationalization is becoming increasingly acute. Reorganization entails not only the writing-off of present capital, but a supply of new funds which is extremely unlikely to be forthcoming from the ordinary investing public. The Bankers' Industrial Development Company is designed to meet this deficiency by arranging for financial assistance to groups of companies which are undergoing reconstruction.

LIABILITY TO INCOME TAX OF OVERSEAS FIRMS DOING BUSINESS IN THE UNITED KINGDOM THROUGH AGENTS

HARRISON WATSON, CANADIAN TRADE COMMISSIONER

London, May 15, 1930.—The regulations in force in the United Kingdom regarding the liability to income tax of overseas firms doing business in this country are frequently the subject of inquiry and investigation by Canadian firms who contemplate appointing resident agents in the United Kingdom.

In the report from this office on the recent British Budget speech, published in *Commercial Intelligence Journal* No. 1370 (May 3), it was mentioned that the Chancellor of the Exchequer announced that he had decided to propose some alterations in the existing regulations, the exact nature of which was not disclosed at the time.

The Finance Bill now before Parliament has just been published, and it is found that the proposals in question are set forth in section 16. An extract from this clause is reproduced below verbatim. This indicates that the existing position has now been so tightened up that practically every kind of agent will in future be called upon to pay income tax upon the profits of his principals in the United Kingdom.

Provided that no arrangements made under this section shall exempt from United Kingdom income tax any profits or gains which either—

- (i) arise from the sale of goods from a stock in the United Kingdom; or
- (ii) accrue to a person resident in the United Kingdom; or
- (iii) accrue to a person not resident in the United Kingdom directly or indirectly from the sale of goods effected in the United Kingdom through any branch or management in the United Kingdom or through any agency in the United Kingdom where the agent has and habitually exercises a general authority to negotiate and conclude contracts.

These are only proposals and must be accepted by both Houses of Parliament.

CANNED FRUITS AND VEGETABLES IN SCOTLAND AND NORTHERN IRELAND

G. B. JOHNSON, CANADIAN TRADE COMMISSIONER

Glasgow, May 1, 1930.—The prejudice against food in tins formerly existing pretty generally in this country has to a great extent passed away, and the consumption of canned fruits and vegetables is increasing from year to year. In fact, it frequently happens that supplies of certain lines of canned fruits from Canada are exhausted long before the new crop is ready for the market.

Canadian canned fruits already on sale in Scotland, and to a more limited extent in Northern Ireland, are apples, apricots, loganberries, peaches, and pears. There is no reason why blackberries, blueberries, cherries, plums, raspberries, rhubarb, and strawberries should not also be on the market.

At present there is also a good or increasing sale for the following canned vegetables packed in the Dominion: asparagus, baked beans, green or wax beans, beets, corn, peas, tomatoes, and spinach. Pumpkin is unknown and would probably have little or no sale.

On the other hand, there is no room for imports of preserved jams, jellies, or marmalade. The domestic manufacturers can easily supply the best qualities on better terms. There is also no market for syrups and fruit juices, fruits (glacé), or cider. The same condition prevails in respect of dehydrated fruits or vegetables such as apples, beets, cabbage, carrots, celery, onions, peas, potatoes, tomatoes, and turnips. These can be procured fresh all the year round.

With regard to evaporated apples, there is a market, but the quality would require to be of the highest grade—to equal extra choice or fancy Oregons. There is no market for evaporated cabbage, celery, potatoes, or other vegetables.

There is no opening for imported sauces, relishes, and pickles, as these are made locally at prices with which Canadian producers could not hope to compete. Tomato catsup, however, is in a different category, and several Canadian lines are already on sale and do moderately well. The quality, however, would require to be equal to that supplied by a certain well-known American firm and at a lower price. The reason for this is that this firm spend enormous sums in advertising and displaying their products in grocers' shops. The only alternative to similar expensive advertising is lower prices until the product is well known.

There is also a market in Scotland for fruit pulp for the jam manufacturers. Strawberries treated with SO_2 (not sugar) seem to be the most promising line at present, but these would have to compete with shipments from Holland.

There are no figures published showing the Scottish or Ulster production of any of the products mentioned above, but in respect of those which are imported to make up shortages of home supplies, the imports are usually vastly greater than supplies grown at home. There are also no figures showing the quantity or value of imports.

Except in the case of fruit pulp, which should be shipped in barrels, all the products mentioned should be packed in appropriate wooden cases. Labels should invariably bear the word "Canada" in large size following the name of the city where the goods are packed.

So far as the British market is concerned, packers would have to be governed by the Act of the British Government prohibiting or limiting the use of preservatives in food.

All the products under review enter the British market free of duty, except in the case of those containing sugar.

LIVERPOOL CHEESE MARKET CONDITIONS

HARRY A. SCOTT, CANADIAN TRADE COMMISSIONER

Liverpool, May 8, 1930.—The Liverpool cheese market has been faced with a steady falling off in values since the first of the year, which has had a serious effect on buying activities. Both Canadian and New Zealand cheddar cheese is sold largely among the working class population, and the depressed state of a number of trades and increased unemployment have not encouraged any speculative buying on the part of local distributors. A substantial drop in New Zealand prices commenced around the third week in February and touched a low point about the middle of April, when quotations for white varieties went as low as 74s. (\$18) on spot Liverpool. A certain amount of buying was encouraged at these low values, and the retail price of New Zealand cheese was lowered from 1s. (24 cents) to 10d. (20 cents) per pound, with the result that consumptive demand commenced to show some improvement by the end of April, with consequent heavier buying by the trade. During the last two or three months the market for Canadian cheese has been more or less nominal except for restricted spot demand among buyers prepared to pay a premium for matured Canadian makes when these are available. Limited supplies of last summer's makes, both white and coloured, have lately been realizing 96s. (\$23.30) on spot, with October-November varieties of a value of around 90s. (\$21.90) to 91s. (\$22.13). The latter cheese have come more into competi-

tion with matured New Zealand, which have been selling during the last week at from 83s. (\$20.19) to 84s. (\$20.43) white and 89s. (\$21.65) to 90s. (\$21.90) coloured.

Arrivals of New Zealand cheese have been lighter during the past two weeks, and the quantities now on the way are beginning to show the usual seasonal decline. It is reported that the first shipment of Canadian cheese from Montreal is about to arrive at Liverpool. New season's Canadian fodder cheese have been recently quoted on this market at around 81s. (\$19.70) to 82s. (\$19.24) c.i.f. Liverpool, which works out at approximately 83s. (\$20.19) to 84s. (\$20.43) landed terms. At these figures Canadian offers are around 2s. (48 cents) per cwt. lower than during the corresponding period of last year, and it is understood that a few sales have already been made. According to information available in this market, the local milk supplies in the Cheshire cheese-making districts at present are very satisfactory, and last week new-made Cheshire cheese were sold at the fairs for around 8d. per pound. This affects the demand to some extent for Canadian and New Zealand cheese, and the indications are that good supplies of local milk will be available for some time ahead.

Summing up, the general opinion seems to be that prices for all varieties of cheese that are in regular demand in this market will become stabilized during the present season at lower levels than for some years past.

NORTH OF ENGLAND FISH OIL TRADE

HARRY A. SCOTT, CANADIAN TRADE COMMISSIONER

Liverpool, May 12, 1930.—While the buying control in the fish oil trade of this country has in recent years tended to become more centralized at London, the most important consuming trades are located in the industrial north, with the result that quite a variety of fish oils are regularly imported into Liverpool and Manchester.

In addition to the large quantities of whale oil imported into this country, the principal fish oils in general use are cod, herring, shark, sardine, and oils described as "mixed" and sold on sample and guarantee. Whale oil is used mainly for the manufacture of hard soaps and, after deodorizing and hydrogenation, for the preparation of edible fats. Reports indicate that whale oil supplies at present are largely in excess of requirements, and the nominal value of No. 1 pale whale oil, as used for the production of edible fats, has recently been given as around £25 (\$121.50) per ton.

Cod oil supplies are drawn chiefly from Newfoundland, Norway, and the English coast, and vary considerably in quality and price. Tanked oil from Newfoundland has the best reputation, is most consistent in quality, and brings the highest price. Recent reports are to the effect that Newfoundland oil is valued at around £33 (\$160.60) to £34 per ton (\$165.50) c.i.f. United Kingdom ports. English and Norwegian oils are quoted at considerably lower figures, depending on quality and test. In relation to other oils, however, cod is at present dear. According to one of the largest firms in the trade, Canadian cod oil generally obtains more attractive prices in United States markets, and consequently is seldom shipped to this country. Cod oil, as distinct from cod liver oil, is used extensively in the leather industry of Northern England, since by reason of its viscosity it is considered to have a better feeding value than other oils. This point seems to be disputed in some quarters, but as the users are very conservative, it is thought that cod oil will maintain its position in this industry for many years to come. Herring oil is used in this area in important quantities and, in addition to limited Scotch supplies, considerable imports

come from Norway and Germany, and occasionally good quality shipments from Iceland. A good oil is pale in colour, saponifiable to the extent of from 96 to 98 per cent, and will not contain more than about 4 per cent of free fatty acids. An oil of this class, in free barrels, will realize about £24 (\$116.80) per ton c.i.f. United Kingdom ports, while lower qualities, very dark in colour and with considerable amounts of "foots" in the form of objectionable stearates, sell as low as £16 (\$77.86) per ton.

Limited shipments of sardine oil from Spain are worth on the average around £21 (\$102.20); pale shark oil from Japan about £20 (\$97.30); and "mixed oils" from Japan have been offered at approximately £19 15s. (\$96.10). These latter oils are rather dark in colour, but are sold definitely "on sample" with usually a free fatty acid content not to exceed 10 per cent, and about 96 per cent saponifiable.

Of the various fish oils available in Canada, pilchard oil is likely to be of the most interest to Canadian producers from an exporting point of view. In this connection, importers state that Canadian pilchard oil would be difficult to sell in this area under the present depressed condition of the world's trade in fish oils generally. It is pointed out that Canadian pilchard oil would probably have to compete against various herring and sardine oils for use in the paint and soap industries. Importers in Liverpool and Manchester do not seem to have had any recent experience in the handling of pilchard oil from Canada. Occasionally catches of pilchards have been made on the south coast of England, but the output does not reach large proportions.

An experimental shipment of salmon oil from British Columbia was recently brought into the North of England for testing purposes in comparison with cod oil. The lower viscosity in comparison with cod oil has brought one adverse report, and others are being awaited with interest by the importers undertaking this experiment. Samples of Canadian dogfish oil have also been submitted lately and are being examined.

Any Canadian producers of fish oils interested in this market are invited to communicate with the Canadian Trade Commissioner at Liverpool, at the same time forwarding samples and full particulars, including c.i.f. prices.

GROWING DEMAND FOR BUTTERMILK IN NORTH OF ENGLAND

HARRY A. SCOTT, CANADIAN TRADE COMMISSIONER

Liverpool, May 12, 1930.—The steady expansion of poultry-raising in the county of Lancashire has resulted in a limited but growing demand during the past five or six years for imported buttermilk, which is mainly used as a chick-rearing food. There is also a demand for buttermilk as a pig food, but it is understood that this outlet has not developed to the same extent, for the reason that it is difficult for buttermilk satisfactorily to compete in price with other pig foods such as fish and meat meal.

Buttermilk is now being shipped to this market from Canada and the United States, both in semi-solid and powdered form. When the trade was first introduced several years ago, it is understood that practically all the business was in semi-solid buttermilk packed in barrels of various sizes. More recently, powdered buttermilk put up in hundredweight bags has been introduced, and it is said to be becoming increasingly popular at the expense of the semi-solid, as it is claimed to be easier to handle. At the same time, in spite of the apparent trend in favour of powdered buttermilk, up to the present at least the bulk of the imports coming forward have been in semi-solid form—

and it is difficult to say which will ultimately control the major share of the trade.

Confidential information on approximate competitive prices of buttermilk being sold in this district has been forwarded to the Department of Trade and Commerce, Ottawa, for the information of interested Canadian firms, who are invited to communicate with this office, which is in touch with an importer wishing a first-hand connection with a Canadian manufacturer of powdered buttermilk not already represented on this market. Samples and full particulars, including c.i.f. Liverpool prices, are requested.

TRADE OF ST. VINCENT IN 1929

R. T. YOUNG, CANADIAN TRADE COMMISSIONER

Port of Spain, May 8, 1930.—Official statistics recently published show that the total trade of the colony of St. Vincent for the year ending December 31, 1929, amounted to £337,922. Imports accounted for £186,435, domestic exports for £151,207, and re-exports for £280. As compared with 1928, when the total trade was £358,933—made up of imports £192,466, domestic exports £155,884, and re-exports £588—the trade of 1929 was therefore £21,016 less than the previous year.

The following comparative table shows the trend of import trade during the past year and 1928 from the principal sources of supply, together with the percentages of each country's trade with St. Vincent:—

	1928		1929	
	Value	Percentage	Value	Percentage
United Kingdom	£62,335	33	£58,030	31
Canada	45,787	24	49,382	28
Other parts of the Empire	27,316	14	28,200	15
United States	44,127	23	37,645	20
Other foreign countries	11,318	6	11,787	6

The following is a comparison of imports of the principal items of interest to Canadian manufacturers and exporters for the years 1928 and 1929:—

Principal Imports into St. Vincent, 1928 and 1929

	1928		1929	
	Quantity	Value	Quantity	Value
Bread, biscuits, cakelbs.	143,682	£ 2,899	186,913	£ 3,527
Butterlbs.	45,025	3,320	41,859	3,440
Butter substituteslbs.	13,848	379	13,820	407
Cheeselbs.	8,686	527	8,094	512
Confectionerylbs.	22,403	860	23,168	1,058
Fish of all kinds—				
Canned or preserved in jars				
or in bottleslbs.	16,545	638	14,484	693
Salmonlbs.	6,100	105	18,380	279
Other kindslbs.	590,882	8,198	513,059	8,421
Oatslbs.	33,890	212	21,560	164
Flour (wheaten)lbs.	2,560,520	19,759	2,657,270	20,175
Lard and lard substitutes .lbs.	51,683	1,436	49,631	1,311
Meat—				
Salted, pickledlbs.	51,515	1,420	52,556	1,399
Bacon and hamslbs.	11,928	827	11,270	812
Milk, condensedlbs.	3,570	125	5,085	166
Oils, ediblegals.	4,508	1,042	6,242	1,302
Sugar, refinedlbs.	262,776	2,463	261,060	2,112
Tealbs.	4,485	513	5,542	618
Tobacco and snuff—				
Unmanufacturedlbs.	25,625	912	24,398	900
Cigaretteslbs.	26,192	4,520	13,327	4,322
Lumber—				
Pitch pine, spruce . . .sq. ft.	1,094,457	10,103	711,913	8,034
Shinglesno.	472,000	582	527,000	793

Principal Imports into St. Vincent, 1928 and 1929—Concluded

	1928		1929	
	Quantity	Value	Quantity	Value
Blacking and polishes . . . . .	.....	£ 460	.....	£ 308
Boots and shoesdoz.	1,888	5,471	2,076	5,668
Brooms and brushesdoz.	811	237	1,262	282
Candleslbs.	4,348	169	6,120	231
Cattle and other animal foods lbs.	102,190	710	104,500	760
Cementtons	714	2,703	658	2,558
Cordage and twine—				
Cordagelbs.	28,521	837	24,799	640
Twinelbs.	8,824	919	3,050	283
Cotton—				
Piece goodsyds.	608,154	16,026	573,916	17,104
Hosiery . . . . .	.....	987	.....	873
Haberdashery and millinery . . . . .	.....	1,078	.....	932
Hardware . . . . .	.....	2,855	.....	2,175
Hats and bonnets . . . . .	.....	1,998	.....	2,319
Leather—				
Undressedlbs.	2,803	288	3,443	343
Dressedlbs.	180	77	40	30
Manurestons	405	5,027	360	2,854
Matchesgross	5,411	666	6,200	763
Painters' colours and materialslbs.	85,973	1,761	45,075	1,039
Paper . . . . .	.....	1,557	.....	1,963
Silk manufactures . . . . .	.....	721	.....	716
Soap—				
Fancylbs.	2,318	180	1,982	150
Commonlbs.	203,921	2,982	216,959	3,007
Stationery . . . . .	.....	721	.....	401
Wood and timber—Manufactured . . . . .	.....	1,046	.....	123
Furniture, household . . . . .	.....	348	.....	547

THE PHILIPPINE ISLANDS MARKET

PAUL SYKES, CANADIAN TRADE COMMISSIONER

[All figures of money values given below are in gold dollars]

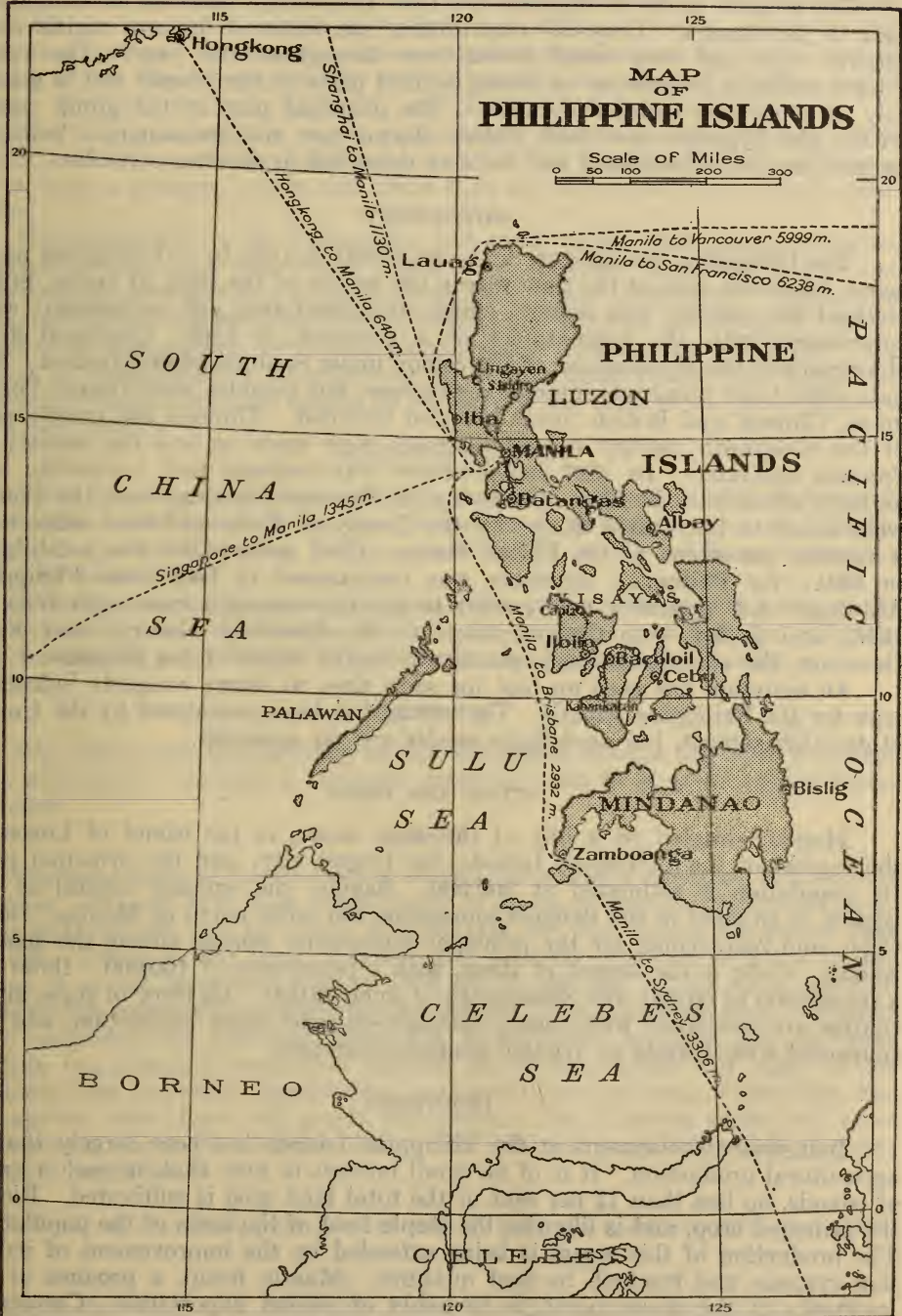
SITUATION, AREA, AND POPULATION

Hongkong, April 10, 1930.—The Philippine Islands are a large archipelago lying off the southeast coast of the continent of Asia. Their situation may be compared with that of the West India Islands in their relation to the North American continent. The islands are, roughly, some 600 miles distant from the South China coast and about 300 miles directly south of Formosa, while their southern extremities are separated by comparatively short distances from Borneo and the Celebes.

There are over 7,000 islands in the group, but only eleven of these have an area of any considerable size, Luzon and Mindanao, which extend over 40,000 and 38,000 square miles respectively, making up a large proportion of the total land area of 114,400 square miles. The population is estimated to exceed 10,000,000, of which over 90 per cent are Filipinos, a race presumed to be of Malayan derivation. The Chinese, American, and Japanese elements of the population are of next importance.

PHYSICAL FEATURES, RESOURCES, AND CLIMATE

The larger islands of the Philippines group are featured by several mountain ranges and numerous fertile plains, generally situated along their coast-lines. Rivers, with the exception of the Cayagan in Luzon, are small and short, while there are only two or three lakes of any importance. Much of the land area is covered with forest growth, while open grass lands and mangrove swamps are found in parts which have not yet been cultivated. The forests



Prepared by National Development Bureau
Department of the Interior

and lands available for agricultural production constitute the chief resources of the country, but gold deposits are also a resource of considerable value.

The climate of the Philippines has been frequently described as among the best in the tropics. Tropical temperatures are featured by cool nights as a general rule, and very small fluctuations throughout the year. The rainy season varies in occurrence as among several parts of the islands and is generally of some four months' duration. The principal part of the group comes within the typhoon area and violent storms are not uncommon. Volcanic actions are also experienced and have at times led to disastrous results.

GOVERNMENT

The Philippine Islands were first discovered in 1521 by a Portuguese navigator, Magellan, who at the time was in the service of the King of Spain. Spain claimed the country, and definite efforts at colonization and government were commenced with the appointment of a governor in 1565. Continual strife characterized the development of the colony under Spanish administration. Not only were there numerous internal dissensions, but troubles with Dutch, Portuguese, Chinese and British forces are also recorded. Through the middle part of the nineteenth century several attempts were made to free the country of Spanish authority. In 1897 independence was declared and a republic was actually established in 1899. Following the Spanish-American war, the islands were ceded to the United States by the Treaty of Paris and have since been a colonial possession of the United States. Civil government was established in 1901; the Philippine Assembly was inaugurated in 1907; the Philippine Autonomy Act (granting new powers to the Government) came into force in 1916; and to-day, with the exception of the Governor General and Vice-Governor, the administration is practically in the hands of the Filipinos.

An agitation has been on foot for some time to secure complete independence for the Philippine Islands. The matter has been considered by the United States Government, but no definite results are yet apparent.

CITIES AND PORTS

Manila, situated on a bay of the same name, in the island of Luzon, is the capital of the Philippine Islands, the largest city, and the principal port. Its population is estimated at 300,000. Baguio, the summer capital of the islands, is situated in the Benguet mountains 160 miles north of Manila. Iloilo, Cebu, and Zamboanga are the principal commercial centres among the smaller islands. Cebu is the largest of these, with a population of 100,000. Iloilo has a population of 50,000, and Zamboanga of some 30,000. All three of these minor centres are concerned with sugar, cocoanut-oil, and copra production, and are connected with Manila by regular steamship services.

INDUSTRIES

Industrial development in the Philippine Islands has been largely that in agricultural production. It is of no small interest to note that, in such a group of islands, no less than 12 per cent of the total land area is cultivated. Rice is the principal crop, and is likewise the staple food of the mass of the population. The production of this cereal is being extended by the improvement of irrigation systems and research in seed qualities. Manila hemp, a product of the leafstocks of the abaca plant, is probably of second importance. Cocoanuts, tobacco, and sugar are the other principal agricultural products. The whole industry, it may be remarked, is showing definite progress through the dissemination of information as to fertilization, the use of machinery, and similar modern practices.

Lumber production is probably second only to agriculture among the industries of the Philippines. Two-thirds of the total area of the country supports forest growth, and nearly all of this is of commercial value. The Government owns 99 per cent of all standing timber and licenses woods operations by individual millers. Some of the timber is among the finest in the world, several species of the Dipterocarp family being commonly known as Philippine mahogany. Tanbark, dyebark, dyewood, and rattan are of less importance.

The fishing industry is as yet undeveloped, although many common varieties of food fishes are found along the coasts of the islands. Other marine products such as sponges, pearls, and pearl shell are also produced in small quantities.

Manufacturing in the Philippines had until recent years been concerned principally with rope and twine, cigars and cigarettes, hats, and woven and embroidered piece goods or articles of apparel. Since 1910, however, the value of manufactured products has shown remarkable increases following the establishment of cocoanut-oil extraction plants, sugar centrals, and rice mills. The output of these factories is understood to be increasing yearly, and sugar and cocoanut oil now constitute almost 50 per cent of the value of all goods exported from the country.

TRANSPORTATION

There are at present over 1,000 kilometres of railroads in the Philippines, principally in the island of Luzon, operated both as passenger routes and for freight purposes. The road systems, particularly in the north, are extensive and well maintained.

Numerous shipping companies operate throughout the islands, most of the services being based on Manila, which is the principal port and the collecting and distributing point for the bulk of the oversea trade of the country.

CURRENCY

For some years the currency of the Philippine Islands has been stabilized on a gold basis. The unit is the peso, equal in value to 50 cents United States currency.

TRADE

The total trade of the Philippine Islands has recently averaged \$265,000,000 per year. Exports have been considerably in excess of imports, the former averaging \$146,000,000 and the latter \$119,000,000 per year during the period 1924 to 1928. Owing to the close economic and political relations with the United States, it is not surprising that in 1928 68·87 per cent of the total trade of \$289,000,000 represented exports to and imports from American ports. Exports have comprised four principal items—viz. sugar, hemp, cocoanut oil, and copra—while the principal individual imports are cotton cloths and other cotton products, iron and steel, mineral oils, meat and dairy products, automobiles and accessories, wheat flour, silk goods, and paper. The following tables will serve to illustrate the trade situation during the last two years for which complete data are available:—

(1) Trade of the Philippine Islands with Principal Countries, 1927 and 1928

Countries	Imports	P.C. ¹	1927		Total Trade	P.C.
			Exports	P.C.		
United States...	\$71,478,297	61.70	\$116,038,250	74.59	\$187,516,547	69.09
Japan	11,092,725	9.58	7,723,852	4.96	18,816,577	6.93
Great Britain	5,183,676	4.48	8,563,243	5.50	13,746,919	5.06
China	6,459,376	5.58	2,617,923	1.68	9,077,299	3.34
Germany	3,558,698	3.07	3,148,827	2.02	6,707,525	2.47
Spain	875,809	0.71	5,691,742	3.66	6,567,551	2.42

(1) *Trade of the Philippine Islands with Principal Countries, 1927 and 1928—*
Concluded

Countries	Imports	P.C.	1928		Total Trade	P.C.
			Exports	P.C.		
United States	\$83,858,069	62.26	\$115,585,876	74.55	\$199,443,944	68.87
Japan	12,930,876	9.68	6,972,368	4.49	19,903,244	6.87
Great Britain	5,648,680	4.19	7,896,068	5.09	13,544,748	4.68
China	6,559,743	4.88	3,504,148	2.29	10,063,891	3.47
Germany	4,624,951	3.44	3,153,652	2.03	7,778,603	2.69
Spain	927,553	0.68	5,091,959	3.29	6,019,512	2.48

(2) *Imports of Principal Commodities into the Philippine Islands, 1926 to 1928*

Commodities	1926	1927	1928	1928
	\$	\$	\$	P.C. of total
Cotton and manufactures	28,235,059	23,042,713	28,136,152	20
Iron and steel products	13,520,760	15,427,819	20,148,281	15
Mineral oils	8,828,424	7,702,939	8,804,149	7
Meat and dairy products	5,905,418	6,209,106	6,677,079	5
Automobiles, tires, etc.	5,222,471	6,239,776	6,046,361	5
Wheat flour	4,862,050	4,865,891	5,525,301	4
Silk products	3,546,427	3,980,364	4,256,569	3
Paper products	3,508,204	3,827,426	4,128,764	3
Tobacco products	2,147,645	2,745,870	3,101,035	2
Coal	2,616,791	2,503,463	2,591,576	2

(3) *Exports of Principal Commodities from the Philippine Islands, 1926 to 1928*

Commodities	1926	1927	1928	1928
	\$	\$	\$	P.C. of total
Sugar	32,229,634	50,295,959	47,542,939	31
Manila hemp	32,142,038	29,687,129	26,593,606	11
Cocoonut oil	22,345,216	24,840,678	23,489,177	15
Copra	18,586,732	19,155,740	22,542,341	15
Tobacco products	8,631,581	8,908,665	8,571,436	6
Embroideries	5,992,389	4,003,476	4,523,968	3
Dessicated cocoonut	2,757,657	2,850,060	3,723,585	2
Hats	1,561,672	1,567,886	3,358,962	2
Lumber	2,552,810	2,793,807	3,126,500	2
Copra meal	1,736,223	2,484,539	2,886,137	2

THE PHILIPPINE ISLANDS CUSTOMS TARIFF

The Philippine Tariff Act of 1909, enacted by the Senate and House of Representatives of the United States, provided for the collection of import duties on practically all commodities entering the jurisdiction of the Philippine Islands. The following are some of the more essential features of the tariff:—

- Duties are both specific and ad valorem in the case of different articles.
- In the case of ad valorem duties assessment shall be on actual market value or wholesale price in the country of export.
- Rates of duty, so stated in the tariff, are in United States currency. Payment, however, is made in that of the Philippine Islands (one peso equals 50 United States cents).
- The metric system of weights and measures is used in all cases.
- Invoices are to be in quadruplicate, with usual declarations as to statements made thereon, and must be produced to United States consular offices before shipment is undertaken (except in the case of non-dutiable goods, when duly attested commercial invoices are accepted).
- As originally enacted, the Philippine Tariff Act of 1909 provided for one schedule of duties. This was to apply equally to products originating in the United States and in all other countries. By the United States Tariff Act, of October 3 1913, however, the Act was amended so as to provide for the repeal of all duties imposed on goods of United States origin imported directly into the Philippine Islands. The present situation is that such goods are not dutiable, while goods imported from all other countries (except Guam) are dutiable at the rates (with a few amendments) set out in the original Tariff Act of 1909.

TRADE WITH CANADA

Canadian goods are comparatively little known throughout the Philippine Islands. The 1927 imports of Canadian products were valued at \$230,436, or one-fifth of 1 per cent of all imports. The following year this figure increased to \$398,923, almost three-tenths of 1 per cent of the year's aggregate import trade. The principal articles of Canadian origin shown in official trade returns for the calendar year 1928 are as follows: Wheat and flour, \$258,267; canned salmon, \$71,189; whisky, \$19,290; butter, \$14,329; oats, \$10,495.

The year's imports of these commodities were valued at \$374,570 out of a total of \$398,923. The balance was made up by imports of a wide variety of other commodities, all of them in small amounts and some (as in the case of lemons and oranges) being quite evidently not of Canadian origin.

The point need not be stressed that Canada's trade in the Philippine Islands market is next to insignificant. It may, however, be of some value if a brief explanation be given of the reason for this situation and if there be added a review of possible opportunities for its expansion.

In the first place, on referring to the list of ten leading imports into the Philippine Islands, it will be evident that only in the case of meat and dairy products, flour, and paper could Canadian exporters be expected to meet present competition from other countries. Further, since shipments of such bulky commodities must emanate from the Pacific coast, the opportunities of supplying some of the principal needs of the market are practically confined to sources in Western Canada. This statement will not, of course, have any bearing on the market for many other commodities or the ability of Canadian exporters to exploit it, but the point should be noted that Canadian industry is not well equipped to supply many of the commodities most in demand in this particular market.

A second factor is that of the tariff. With the disadvantageous tariff situation whereby Canadian products are dutiable at varying rates on importation into the Philippine Islands must be considered the factor that United States products may be imported free of duty. When it is remembered that a close parallel may be drawn between production in the United States and Canada, and that comparatively few Canadian products cannot be duplicated by manufacturers or other producers in the United States, it can be seen that the tariff obstacle has been a vital influence in restricting the development of Canadian trade with the Philippine Islands.

A further cause of the narrow distribution of Canadian goods in the market has been the lack of attention given to it by manufacturers or other exporters. For the same reason, presumably, that Japan and later North China have received more attention from exporters than has been given to the South China market, the Philippine Islands territory has been comparatively neglected, but it is hoped that the growing realization of the value of personal investigations of all foreign markets will shortly lead to an improvement in this situation.

A survey of the possibilities of extending the distribution of Canadian products throughout the Philippine Islands reveals several encouraging possibilities. First among these is that the lack of knowledge of Canada's abilities as an exporting country has been one of the reasons underlying stagnant business in the past. The spread of information relating to Canadian products through visits of exporters, Canadian transportation companies, and similar sources is bound to have beneficial effects in the future. A second feature is that there are in the Philippine Islands several old-established British trading firms who are prepared to give reliable advice and active representation to Canadian exporters.

The facilities and intelligent co-operation which could be obtained from such connections will undoubtedly prove of great value in the extension of trade. A third point is that the tariff, although disadvantageous, is still low enough in many cases to permit of fairly free competition. Canadian flour, for example, is in sufficient demand, on account of its quality, to be imported regularly regardless of the duty of 47 cents per 100 kilos. Canned salmon, depending on variations in the Pacific coast pack in different years, may be imported in fair amounts, although a 15 per cent duty imposes serious restrictions on this possibility. Fresh fruits and vegetables, eggs, meats, and dairy products, all subject to fairly low duties, also appear as potential items in increasing shipments from Canada. Foodstuffs, on which customs duties will probably remain at low rates, will be one group in which Canadian business may well be extended. Some types of fertilizers—a commodity in great demand by the agricultural industry and for the production of which Canada is well situated—may be another. Paper, extensively used, is a third.

Altogether, it is estimated that the extent of the Philippine Islands market has not been generally realized, or if so, that undue emphasis has been given the fact of its being partially reserved to exporters in the United States. It may be said without hesitation that an investigation of its potentialities should be of considerable interest to many Canadian firms concerned with trade in the Far East.

JAPANESE MARKET FOR HONEY

P. V. McLANE, ASSISTANT TRADE COMMISSIONER

Kobe, April 28, 1930.—A large and increasing amount of honey is consumed each year in Japan. The major part of the demand is taken care of by domestic production. The principal producing districts in Japan are Gifu, Chiba, Wakayama, Kagawa, Tokyo, and Aichi Prefectures. Latest available figures, which are for the year 1927, give total production as 3,312,441 pounds.

The prevailing market price of Japanese honey ranges from \$8.50 to \$9 per 133 pounds. It is usually packed in tins of 40 pounds, two cans to the case. For the retail trade, however, bottles and jars are used, which contain 1 to 4 pounds and cases contain the equivalent of twenty-four 1-pound glass jars. Porcelain jars are also used; cases contain twenty-four 1-pound or twelve 4-pound jars.

Imports of foreign honey are small—from \$3,000 to \$3,500 a year—and come chiefly from California and Australia, with Kwantung Province, China, and Switzerland occasional contributors. These imports—usually of a better quality than the Japanese and prepared more carefully—are handled mostly by provision houses which cater to the trade of the foreign population of the larger cities. Prices of imported honey in cases of twenty-four 1-pound jars range from \$4.50 to \$8.50 per case c.i.f. Japan, and vary according to whether the honey is strained or contains the comb. Retail prices are from 70 to 80 cents per 1-pound jar. A firm of provision merchants in Kobe would like to receive a sample and c.i.f. Japan quotation on Canadian honey. These particulars can be sent to the office of the Canadian Trade Commissioner at Kobe, or the name of the firm wishing them can be obtained from the Department of Trade and Commerce, Ottawa.

ARGENTINA: THE COUNTRY AND ITS PROSPECTS

O. M. ARMSTRONG, ACTING TRADE COMMISSIONER

II

THE COUNTRY'S PROSPERITY

During the last decade in Argentina prosperity has been evident on all sides; the great staple crops of the country such as cereals and linseed have shown substantial increases. The average figures in metric tons in three-year periods for the last nine years were as follows: 1921-23, 11,827,170 metric tons; 1924-26, 15,248,970; and 1927-29, 17,612,101 metric tons.

Exports have increased from 801,466,488 Argentine gold pesos in 1918 to 1,030,258,301 Argentine gold pesos in 1928, while imports for the same period have increased from 500,602,752 gold pesos to 900,740,814 gold pesos. The inward shipping movement into the port of Buenos Aires has increased from 6,497,262 tons in 1910 to 12,072,858 tons in 1929. The output of the great frigorificos has been sustained at very high levels for many years past. The production of wool has also increased, as has that of the dairy industry. Exports of butter and casein have made substantial increases during the past few years. Bank deposits, insurance premiums, and building contracts have made enormous advances. The country in fact is wealthy, and the prospects of further advancement are manifest. There are few countries whose staple industries are founded on a more solid basis. In meat, for instance, the most important of her industries, Argentina has no competitor, and her future in the English market is safe for years to come.

The United States is investing millions of dollars in this country annually. For example, American interests purchased within the last eighteen months 180 electric power stations. According to the United States Commercial Attaché, American exports to Argentina were \$210,339,000 in 1929 compared with \$178,708,000 in 1928. A short time ago American interests purchased the two telephone systems in Buenos Aires and made a bid for the control of some of the privately owned railways.

The confidence expressed in the future of the Argentine Republic by American interests might well be accepted in Canada to the advantage of Canadian capital and exporters.

RECENT CROP CONDITIONS

The year 1928 was a period of abundant crops and heavy exports in all branches. At the beginning of 1929 prospects were also exceptionally bright. As the crop season progressed, however, a long drought ensued which lasted until September 21. When rain came on that date and continued at regular intervals until the middle of October, a great part of the crops of wheat and linseed had been greatly damaged. A large percentage of the linseed and wheat was completely lost. Where possible, the land on which these conditions existed was re-ploughed and sown to maize. In order that a comparison may be made with the yield for 1928-29 and the prospects for 1929-30, the figures for the former season and Mr. Alejandro Bunge's estimate for the latter are appended:

	1929-30	1928-29
	Metric Tons	Metric Tons
Wheat	3,807,200	8,365,100
Linseed	1,399,700	2,103,500
Oats	972,200	946,000
Barley	340,400	366,100
Rye	110,900	194,800
Alpist	12,000	21,800
Maize	7,900,000	6,948,000
	14,542,400	18,945,300

Although the prospects for 1929-30 are considerably lower than the bumper crop reaped in 1928-29, they compare favourably with the three-year average for 1924-26 inclusive noted above which at that time was considered a normal crop.

According to Mr. Bunge, probably the foremost economist in the republic, the exportable surplus for 1930 should be in the neighbourhood of 10,000,000 tons. Comparative figures for the two years as compiled by Mr. Bunge follow:

	1929 Metric Tons	1930 Metric Tons
Wheat	6,709,000	1,800,000
Maize	5,076,000	6,000,000
Linseed	1,695,000	1,390,000
Oats	422,000	445,000
Barley	248,000	225,000
Rye	187,000	111,000
	<hr/> 14,337,000	<hr/> 9,971,000

The situation during 1929 was also aggravated by the fact that prices for wheat, meat, and wood were considerably lower. In quality wheat was considerably inferior to 1928. As has already been stated, the prices realized in Liverpool were in the neighbourhood of 30 Canadian cents per bushel less than Canadian No. 3 Northern. (Usual prices are $2\frac{3}{4}$ Canadian cents less.) Prices for meat were about 5 per cent less.

According to the latest report on foreign trade published by the national statistical department, imports into Argentina during the first nine months of 1929 were valued at 650.64 million gold pesos and exports at 775 million, making the total commercial movement for the period 1,425.64 million. Comparative figures for 1928 and 1929 follow:—

Foreign Trade of Argentina

	Jan.-Sept., 1929 Gold Pesos	Jan.-Sept., 1928 Gold Pesos	Increase (+) Absolute Gold Pesos	Decrease (-) Relative Percentage
Import trade	650,635,300	605,615,900	+45,019,400	+7.4
Export trade	775,006,400	828,462,600	-53,456,200	-6.5
	<hr/> 1,425,641,700	<hr/> 1,434,078,500	<hr/> - 8,436,800	<hr/> -0.6
Favourable balance . . .	124,371,100	222,846,700	-98,475,600	

Compared with 1928, imports show an increase of 7.4 per cent and exports a decline of 6.5 per cent.

Gold exports during the year 1929 amounted to \$174,397,522 gold. In 1928 imports totalled \$99,438,080 gold, against exports of \$12,349,110 gold.

In a previous report from this office it was noted that the National Government, by a decree dated August 25, 1927, re-established the deliveries of gold against notes. Due, however, to the relative change in the trade balance, the heavy export of gold, the shortage of bank deposits with correspondingly high interest rates, the poor outlook for all the crops with the exception of maize, and the fall in prices for meat, wheat, and wool, the Government on December 16 last issued a decree prohibiting further exports of gold.

FOREIGN EXCHANGE

The fluctuation in the rate of exchange of the Argentine gold peso on the principal foreign centres tended to become more accentuated as the year 1929

advanced. At the beginning of the year the American dollar was quoted at 104·45 Argentine gold pesos—distant only 1 per cent from par. Par relative to the American dollar is 103·64 Argentine gold peso. Towards the end of the year the peso depreciated to 109·60, a loss of nearly 6 per cent of its par value. In spite of the huge gold shipment, amounting to a total of \$174,397,522, the value of the Argentine gold peso still declined, and this movement became more pronounced when the National Government suspended the Conversion Law by decree on December 16.

The unfavourable evolution in the peso exchange, according to the Argentine banking house, Ernest Tornquist & Co., Ltd., may be attributed to three causes:—

- (a) The lesser grain production and the unsatisfactory marketing conditions for cereals and for the many principal products such as wool, hides, and quebracho extract;
- (b) the influence of the situation of the international money market and the high rates of interest prevailing in the principal centres, especially in New York;
- (c) the almost interrupted flow of fresh capital to this country, chiefly as a result of the capital shortage in the principal investment markets.

The value of the American dollar in terms of Argentine gold on March 18 was 118·60 (par 103·64).

At the present time there is only one of two ways to save this situation, either re-establish payments in gold against paper and permit the exportation of gold—a thing that is not likely to happen—or to float a loan in New York sufficiently large to look after Argentina's need for foreign exchange. Unfortunately, however, this latter course will be difficult due to the lack of confidence the closing of the Conversion office has inspired abroad, and the high interest rates ruling in the more important foreign money markets.

IMMEDIATE OUTLOOK

The present situation is merely of a temporary character; the prolonged drought during the harvest is responsible in its entirety for the present period of depression. It caused a shortage in the wheat and linseed crops and forced cattle offerings on the frigorificos at a faster rate than they felt it convenient to take them. The drought was also responsible for the fact that the quality of the wheat offered last year was very inferior and that a substantially reduced price had to be accepted in payment. It was also responsible to a large degree for the closing of the Caja de Conversion because exports were not coming forward in sufficient quantities to supply the quantity of foreign bills demanded to meet foreign indebtedness.

At the present time the value of the peso is rising, quotations to-day stand at 113 gold pesos to 100 American dollars; when the delayed maize crop is harvested and marketed, conditions in the local money market should show a further very substantial improvement.

For six years past crops in Argentina have been abundant and times good. The fact that 1929 was an exception should not cause uneasiness.

BRITISH EMPIRE EXHIBITION

The Canadian Government is taking part in the coming British Empire Exhibition and has authorized an appropriation of \$150,000 to provide a building for Canadian exporters to exhibit their wares. Manufacturers are invited to communicate with the Trade Commissioner at Buenos Aires, and as a preliminary to booking space ask whether or not their products will find a market in Argentina.

ECONOMIC CONDITIONS IN VENEZUELA

J. A. STRONG, CANADIAN TRADE COMMISSIONER

II

Notes on Certain Imports

[1 bolivar = 19·3 cents United States]

CANNED GOODS

While an important market exists in Venezuela for canned fish, principally salmon and sardines, the consumption of other classes of canned goods as fruits and vegetables, is confined to a relatively small proportion of the population, as the high cost of these commodities places them beyond the reach of the inhabitants of the rural districts and the working classes in the cities. In addition, there are ample supplies and a wide variety available of fresh fruits and vegetables, locally grown, particularly in the Caracas district. Sardines to the value of 2,099,301 bs. were imported in 1928, the chief competitors being Spain, France, and the United States. The California type in oval tins from the latter country are sold in considerable quantities. Imports of salmon, mainly pinks and chums, amounted to 546,549 bs., Canadian firms securing a larger share of this trade. In canned fruits and vegetables California packers obtain the greater part of the trade, although French peas and European bottled fruits are sold. Prunes, pears, peaches, and apricots in fruits, and asparagus, peas, corn, and tomatoes in vegetables are favoured. Canned meats are sold in comparatively small quantities.

DAIRY PRODUCE

The consumption of imported dairy produce is confined to the larger cities, and the chief competition is from the domestic industry. Caracas is well supplied with locally made butter and cheese (*Queso llanera*) as well as fresh milk and cream. Maracaibo, however, imports the bulk of her requirements. Imports of cheese in 1928 were valued at 1,105,690 bs., chiefly from Holland and Switzerland, while imports of butter amounted to 3,287,702 bs. Continental butter is sold, mainly Danish, but the United States product, shipped from California, "Golden State" brand, is rapidly gaining in favour. There is a good market for canned milk and cream, total imports in 1928 amounting to 1,278,296 bs., approximately 50 per cent being imported in powdered form. "Klim" is the most popular brand. The largest market is in the Maracaibo area.

PACKING HOUSE PRODUCTS

Lard is the principal item, imports in 1928 being valued at 5,665,474 bs. The only other items of importance are hams and shoulders, and bacon. The consumption of bacon is comparatively small. In hams, the lighter weights are favoured. The United States is the principal supplier, but the United Kingdom and Germany compete. Sausage, principally from Europe, is an important item.

FLOUR

Flour is the principal item of interest to Canada. There are no flour mills in Venezuela, and consequently the total requirements must be imported. Imports in 1928 amounted to 10,764,721 bs., as compared with 10,189,622 bs. in 1927. Canadian exports in the former year amounted to \$1,130,045, or approximately 50 per cent of the total trade. United States millers supplied the remainder.

OTHER FOODSTUFFS

Imports of sweetened biscuits in 1928 were valued at 747,936 bs. The trade in high-class biscuits is largely in the hands of two or three well-known

English manufacturers, while soda crackers are supplied mainly by one United States firm. The trade in cheap confectionery goes to British firms. Chocolate confectionery imports in 1928 amounted to 89,801 bs. There is a steady but comparatively small trade in package chocolate. Cereals, prepared, were imported in 1928 to the value of 36,898 bs.; unprepared cereals, 86,613 bs.; and rolled oats, 304,185 bs. The latter is chiefly of American origin, although Scotch oats are sold in small quantities. Imports of eggs were valued at 183,920 bs. in 1928. Barley and malt imports, chiefly from Czechoslovakia, amounted to 1,258,368 bs. Imports of malt from the United States are negligible. Potato imports amounted to 1,271,662 bs. in 1928. This trade is about equally divided between Dutch and United States shippers. The demand for dried codfish is comparatively small due to the ample supplies of fresh fish available. Fresh apples are imported from the Eastern States, due to the fact that the shipping facilities offered for handling perishable goods are better than from the Pacific Coast since transshipment is not necessary. Canadian firms in these products have this difficulty to meet.

FOOTWEAR AND LEATHER

This is a national industry, and because of the high duties imposed it is practically impossible to introduce imported leather footwear or manufactured leather goods. Leather belting, however, is imported (650,795 bs. in 1928). For this reason, too, the sale of rubber-soled shoes is negligible. The tanning industry, however, confines itself mainly to sole leathers, and the upper leathers are imported. Calf and kip leather and cattle sides account for the greater part of the imports in uppers, and patent leather is a very important item. Leather imports amounted to 3,644,287 bs. in 1928.

RUBBER MANUFACTURES

Rubber tires and tubes are the principal item (4,291,250 bs. in 1928), while imports of rubber manufactures amounted to 836,686 bs. The latter includes rubber hose, belting, packing, soles and heels, and rubber sundries. Approximately 25 per cent of the tire business goes to Canadian firms.

LUMBER AND CONSTRUCTION MATERIALS; PAPER

The lumber industry in Venezuela is protected by a high tariff which practically excludes manufactured lumber, but permits entry of sawed timber of dimensions 12 inches by 12 inches and over. The oil companies are, however, the most important consumers, and as imports for their account enter free of duty the above does not apply in their case. The imports of Southern pine are large, but Douglas fir is being used to a limited extent only. Piling is a very important item. Imports of lumber and timber in 1928 were valued at 13,133,050 bs.

Imports of wallboard, of woodpulp, were valued at 96,085 bs. Gypsum wallboard and plaster are supplied from Canada and the United States. Cement imports amounted to 7,962,604 bs. European firms, Norwegian and Danish, get the greater share of this trade, due principally to the lower freights ruling from Continental ports. Other items are steel in bars (708,803 bs.), corrugated iron roofing (481,430 bs.), structural steel (1,504,260 bs.), iron and steel sheets, corrugated (1,454,547 bs.).

Newsprint is imported from Canada and also from the Scandinavian countries. Wrapping paper is produced in Venezuela.

DRUGS, MEDICINES, AND OTHER CHEMICALS

The demand for these products is relatively large, except industrial chemicals. The trade in drugs and medicines is very competitive; products

to sell must be well advertised. Calcium carbide is an important item from Canada.

ELECTRICAL GOODS

The demand for domestic electrical appliances as irons, toasters, etc., as well as for electric ranges, is small at present, and development will likely be slow due to the cheap domestic labour available and the fact that electricity rates are relatively high. There are three electric refrigerator manufacturers represented in Caracas.

AGRICULTURAL MACHINERY

The agricultural industries have been handicapped in Venezuela due to the scarcity and consequent high cost of labour. This factor has been accentuated during the past few years with the growth of the oil industry. The Government, however, has encouraged the agricultural development of the country by providing instruction in modern methods of cultivation. General Gomez himself farms on a large scale. His farm at Maracay supplies the whole of the requirements of the city of Caracas as well as the surrounding towns with fresh meat. It also supplies the fresh milk and a large share of the butter. The United States, the United Kingdom, and Germany supply most of the imported machinery and tools for agriculture. The individual items are comparatively small aside from tractors, but they include horse and power ploughs, harrows, cultivators, corn shellers, cutters, and grinders. Canadian firms obtain a share of this trade.

AUTOMOBILES AND ACCESSORIES

Imports of automobiles in 1928 were valued at 10,834,297 bs., automobile accessories at 2,749,187 bs., and motor trucks at 6,543,211 bs. Canada exported passenger cars and trucks to Venezuela in 1928 valued at \$353,308. Imports of bicycles and parts in 1928 amounted to 242,448 bs.

NETHERLANDS' COMMODITY MARKETS DURING 1929

LESTER S. GLASS, ACTING TRADE COMMISSIONER

III

CEREALS

Wheat.—Imports in 1929 totalled 654,662 tons valued at 74,491,000 fl. as against 570,301 tons valued at 71,651,000 fl. in 1928. In 1928 Canada ranked first with a total of 195,285 tons valued at 24,163,000 fl., but fell to third place in 1929 (102,016 tons valued at 11,648,000 fl.) due to the fact that prices for wheat have been considerably lower than those asked in Canada.

Of the eight major exporters to Holland three other countries besides Canada—Germany, Belgium, and Australia—have shown decreases. On the other hand, imports from Argentina have nearly doubled, reaching a total in 1929 of 343,521 tons at 38,625,000 fl. For comparative purposes, the figures are set out below of the imports of wheat for 1928 and 1929:—

	1928		1929	
	Tons	1,000 Fl.	Tons	1,000 Fl.
Germany.. . . .	22,960	2,593	15,839	1,802
Belgium.. . . .	18,016	2,317	10,664	1,230
United States.. . . .	125,512	15,724	128,786	15,122
Sweden.. . . .	.....	.....	1,831	208
Roumania.. . . .	2,149	272	41,883	4,621
Argentina.. . . .	195,045	25,069	343,521	38,625
Canada.. . . .	195,285	24,163	102,016	11,648
Australia.. . . .	10,476	1,404	8,398	1,016
Total.. . . .	570,301	71,651	654,662	74,491

In addition to the above, a considerable quantity of wheat goes through Holland in transit. In 1929 this amounted to 1,206,699 tons—a slight decrease over last year. Canada in 1928 supplied 883,610 tons and in 1929, 317,155 tons. Although figures are not available, it is stated that Russia is once more entering this market as a supplier of wheat and it is anticipated that the share of business going to this country will show an increase as time goes on.

For comparative purposes the monthly prices for wheat during 1929 appear in the following table, together with the average prices for 1925, 1926, 1927, and 1928:—

	Price in Fl. per 100 kg.		Price in Fl. per 100 kg.
Average 1925.. . . .	17.20	May, 1929.. . . .	11.12½
Average 1926.. . . .	15.90	June, 1929.. . . .	10.87½
Average 1927.. . . .	14.75	July, 1929.. . . .	12.80
Average 1928.. . . .	13.47	August, 1929.. . . .	13.12½
January, 1929.. . . .	12.35	September, 1929.. . . .	12.62½
February, 1929.. . . .	12.72½	October, 1929.. . . .	12.10
March, 1929.. . . .	12.65	November, 1929.. . . .	11.77½
April, 1929.. . . .	12.12½	December, 1929.. . . .	12.62½

Rye.—Imports of rye in 1929 totalled 105,152 tons valued at 10,635,000 fl.—an increase over the previous year. Canadian shipments were 11,747 tons—a decline of 50 per cent; and those of the United States fell from 22,000 tons to 3,302 tons. The Argentine also suffered a decrease. Supplies were mainly secured from Continental sources.

As regards transit traffic, in 1929, out of a total of 126,859 tons, 17,227 tons of Canadian origin passed through Rotterdam en route up the Rhine as against 130,668 tons in 1928, of which 52,711 were of Canadian origin.

Oats.—Oats increased from 96,000 tons valued at 11,035,000 fl. in 1928 to 134,965 tons valued at 12,345,000 fl. in 1929. Canada is credited with 14,984 tons valued at 1,454,000 fl. in 1929 as against 30,730 tons valued at 3,576,000 fl.; and the United States fell to zero as against 7,000 tons in 1928. Imports from Germany rose from 36,143 tons in 1928 to 91,126 tons, and those from the Argentine increased 3,000 tons to 20,992 tons.

Barley.—Although the total imports of barley decreased from 334,489 tons in 1928 to 318,604 tons in 1929, imports from Canada increased from 128,811 tons valued at 12,549,000 fl. to 142,773 tons at 12,584,000 fl. Argentina and Germany also made increased shipments; those from the United States, on the other hand, declined by about 33 per cent.

LINSEED CAKE

Imports of linseed cake and meal increased in 1929 from 228,113 tons in 1928 to 245,470 tons, with values of 30,376,000 fl. and 33,234,000 fl. respectively. The United States is the most important source of supply, being credited with 191,134 tons valued at 25,351,000 fl. in 1929 as against 143,687 tons at 19,149,000 fl. in 1928.

HAY

Owing to short crops of hay in 1928 and 1929, and to low carry-over from 1928, imports increased, these standing at 983 tons of a value of 62,000 fl. Shipments to the extent of 500 tons are understood to have been made by Canadian dealers.

FLOUR

There has been a decrease in the amount of wheat flour imported into Holland during the past year, due in part at least to the severe restrictions placed upon imports into Germany, as Holland used to be an entrepôt for a consider-

able part of this traffic. Below are given the figures for this trade for 1928 and 1929:—

Imports of Wheat Flour into Holland

	1928		1929	
	Tons	1,000 Fl.	Tons	1,000 Fl.
Germany.. . . .	2,427	320	2,846	275
Belgium.. . . .	27,541	4,733	18,385	2,792
United Kingdom.. . . .	2,527	447	2,871	449
France	3,545	546	4,964	696
United States.. . . .	122,236	22,224	86,695	14,268
Argentina.. . . .	1,684	224	....	....
Canada.. . . .	13,791	2,389	7,815	1,206
Australia.. . . .	833	149	....	....
Total.. . . .	176,608	31,054	125,154	19,911

From these it will be seen that, with the exception of Belgium, there have been increases from all European countries, including Great Britain, while Canada, the United States, Australia, and the Argentine have suffered marked decreases.

WOOD AND WOOD PRODUCTS

In Holland, with a population of 617 to the square mile and where a great part of the land has been wrested from the sea and is now given over to agricultural pursuits, there is naturally a great shortage of standing timber. Native elm is about the only wood common to Holland of which there is a sufficient quantity to meet the demands. It is from the Baltic countries that the greater proportion of the supplies of soft woods are imported, but there is some demand for Douglas fir of the following specifications:—

Douglas fir No. 2 clear and better (in inches)—1, 5/4, 6/4, 7/4, 2, 2½, 3 and 4 thick; 10 and up wide, 10 to 24 feet long with an average length of 15-16 feet; edge as well as flat grain.

Douglas fir merchantable (in inches)—1, 5/4, 6/4, 7/4, 2, 2½, 3 and 4 thick; 10 and up wide, 10 to 24 feet long with an average length of 15 to 16 feet.

Douglas fir No. 2 clear and better—1 x 4 inches rift sawn, full cut on arrival, 10 to 24 feet long with an average length of 15 to 16 feet.

There is no separate division in most of the statistics giving the imports into Holland, except in the case of American sawn pine, of which a total of 22,263 cubic metres valued at 1,587,000 fl. were imported in 1928 (United States, 21,083 cubic metres valued at 1,385,000 fl.). In 1929, out of a total of 28,769 cubic metres valued at 1,724,000 fl., Canada supplied 2,126 cubic metres at a value of 100,000 fl. (United States, 15,674 cubic metres valued at 1,582,000 fl.).

Of Douglas fir, or what is called in Dutch statistics American pine, 60,799 cubic metres valued at 3,416,000 fl. were imported in 1928, and in 1929, 60,347 cubic metres valued at 3,287,000 fl. (United States, 60,343 cubic metres valued at 3,381,000 fl. in 1928 as against 60,218 cubic metres valued at 3,259,000 fl. in 1929). Canadian figures show that in 1928 Douglas fir was exported to Holland to the value of \$60,407, and for the last nine months of 1929, \$35,419.

In spruce and pine logs Russia, Latvia, Germany, and Norway supplied almost the entire imports, which in 1928 were 406,383 cubic metres valued at 10,821,000 fl., and in 1929, 361,613 cubic metres valued at 8,739,000 fl.

Spruce and pine lumber is imported in large quantities; the entire supply is drawn from Europe. The figures for 1928 and 1929 are respectively 2,027,147 cubic metres valued at 71,918,000 fl. and 2,291,750 cubic metres valued at 81,600,000 fl. Finland is the greatest source of supply, followed in 1928 by Sweden and Russia. In 1929, however, Russian imports increased by some 300,000 cubic metres, Russia now holding second place as a source of supply.

Under "other wood products" the major item is railway ties. In 1928, 535,211 pieces were imported; in 1929, 906,341. Yugoslavia in 1929 supplied one-third of the total, followed by Poland, Germany, and Latvia.

WOOD-PULP

Fair quantities of mechanical wood-pulp are imported into Holland. These amounted in 1928 to 464,380 cubic metres valued at 6,016,000 fl., as against 566,425 cubic metres valued at 7,333,000 fl. in 1929. Finland and Russia practically hold the market; in 1929 there were small supplies from Latvia.

The tonnages of chemical wood-pulp imported are smaller, but these have of course a higher value. In 1928 the total was 57,329 tons valued at 9,113,000 fl., and in 1929, 67,128 tons valued at 10,787,000 fl. In the former year Norway and Sweden were the largest suppliers, with Germany and Finland following close behind and Belgium at a greater distance. In 1929 Germany took second place with 20,856 tons, being exceeded only by Sweden with a total of 27,446 tons.

BIRCH LOGS AND LUMBER

Imports of birch logs amounted to 18,240 cubic metres (495,000 fl.) in 1928, and of lumber at 11,086 cubic metres (607,000 fl.); and in 1929 to 2,162 cubic metres (605,000 fl.) and 11,781 cubic metres (674,000 fl.) respectively. While Germany and Poland supplied the greater part of these imports, Czechoslovakia secured a foothold in the market in 1929 and is credited with 1,093 cubic metres of birch lumber. France, Belgium, and Jugoslavia are the only other competitors of any importance.

Rather large tonnages of plywood were imported in 1929, the totals being 15,428 tons at a value of 4,815,000 fl., an increase of over a million guilders in value over 1928. Belgium, Finland, and Latvia supplied two-thirds of the total imports, and Germany one-half of the remainder, with France and Belgium supplying relatively small tonnages. The aeroplane industry uses considerable quantities of this plywood, and it is believed that a large part of the requirements come from Germany and Poland. Veneers are imported to a much lesser degree from France and Germany, the total values being in 1928 and 1929 475,000 and 632,000 fl. respectively.

BRITISH EMPIRE TRADE EXHIBITION, BUENOS AIRES, 1931

HARRIS W. BRIGHTON, ASSISTANT TRADE COMMISSIONER

Buenos Aires, April 30, 1930.—Due to a keen desire to increase trade between Argentina and the British Isles, the British Chamber of Commerce of Buenos Aires initiated a project to hold a British Empire Trade Exhibition in Buenos Aires early in 1931. It was decided that the duration should be six weeks, and that the opening date was to be February 18. This was later considered to be too early, and after considerable discussion the Rural Society generously decided to cancel their Dairy Show, and the dates have now been set for March 14 to April 27. From the committee's point of view this is very acceptable. By the opening day practically all the people will have returned from their holidays, the weather will be cooler, and from all points of view the new dates are preferable. The auguries for the success of the exhibition are very favourable. Eighty-six per cent of the available space for exhibits has been disposed of, and applications are still coming in. This applies to the exhibition as a whole. The Canadian Pavilion—which occupies probably the most prominent place in the grounds—is rapidly filling also, though the exhibition is still almost a year away. Canadian manufacturers who are interested in developing trade with Argentina, and who are considering exhibiting, should not delay reaching a decision because of the considerable time that intervenes between now and the opening date. It would be unwise to postpone preparations as numerous delays and uncertainties might arise due to distance.

As stated above, the exhibition has exceeded all expectations, and two "annexes" have been added in order to accommodate the exhibits. These are connected to the main grounds by tram lines, and a shuttle service will be operated to convey the visitors from one to the other. In addition, passenger-carrying trucks, similar to those operated at the Toronto exhibition, will be used.

The Rural Society grounds are similar to many agricultural grounds in Canada, and have been loaned rent free to the exhibition committee. It is the intention of the committee to transform the present buildings in mixed Elizabethan, Queen Ann, and Georgian styles, forming a symbolic choice of decoration and thus giving the grounds a picturesque setting and changing it so that those who regularly visit the agricultural fairs here will think they are in a different country; at least, they will not recognize the grounds, which are located in a very central part of the city and are frequently visited by the local inhabitants. It is anticipated that this transformation of the grounds will be an added attraction and thus increase the attendance.

The British Empire Trade Exhibition, such as is planned, is of a nature and scale never before attempted in South America. The railways and steamship companies are arranging reduced fares, and it is expected that people will come from other South American countries so that the exhibits will not only serve to advertise the products offered in Argentina, but also in the other countries, particularly the more southern countries as Brazil, Uruguay, Bolivia, Chile, Paraguay, and possibly Peru.

In addition to the present buildings on the grounds, several new pavilions are to be constructed. The existing ones will be altered in outward appearance and their interior changed, to accommodate the exhibits intended for each section. The central outdoor arena will be used for entertainments, and arrangements have been completed for a club house where visitors and officials can entertain their friends.

Many Canadian firms have booked space, while others have intimated that it is their intention to do so. While the Canadian Trade Commissioner will be only too pleased to co-operate in every way possible with Canadian manufacturers, those who have not as yet completed arrangements for space should do so through the Canadian Government Exhibition Commissioner, Department of Trade and Commerce, Ottawa.

DUBLIN SPRING SHOW, 1930

JOHN H. ENGLISH, CANADIAN TRADE COMMISSIONER

Dublin, May 13, 1930.—The 1930 annual Dublin Spring Show, held from May 7 to 11 inclusive, although not creating a new record of attendance, proved to be larger and fuller in its exhibits than in previous years. The attendance for the four days totalled 88,709 as compared with 93,922 last year and 85,029 in 1928, and despite inclement weather was visited by buyers and others from all parts of Ireland, as well as by many from other parts of the British Isles.

The Spring Show is the largest of its kind in Ireland, and while being devoted principally to agriculture in its various aspects, has of recent years continued to develop greatly in other directions. At the present time, besides the showing of horses, cattle, sheep, and agricultural produce, the show comprises all classes of manufactured goods, including agricultural machinery, motor cars and trucks, wood products and furniture, textiles, and food products. Practically all of the leading Irish manufacturers were represented, as well as many from Great Britain and other countries. During the past year the space available for display purposes has been greatly increased, but there continues

to be an acute shortage of accommodation available for this purpose. Each year a large number of would-be exhibitors are turned away owing to the lack of show space, while preference is given naturally to Irish firms and to exhibitors holding space over a period of years.

THE CANADIAN EXHIBIT

This is the second consecutive year that Canada has taken space and exhibited at the Spring Show. The stand, although not so suitably situated as might be desired, was well arranged by the Canadian Exhibition Commission and comprised a large variety of Canadian-made products which are at present being merchandised in this country. The following is a complete list of the Canadian firms whose products were displayed on the stand:—

W. Clark & Co., Montreal.....	Canned goods.
Quaker Oats Co., Peterborough, Ont.	Breakfast foods.
Harris Abattoir Co., Toronto	Cheese.
Palmolive Co. of Canada, Ltd., Toronto	Soap.
Canadian Postum Co., Limited, Toronto	Breakfast foods.
Dominion Rubber Co., Montreal	Rubber footwear.
Welland Vale Manufacturing Co., Limited, St. Catharines, Ont.	Agricultural tools.
Gypsum Lime and Alabastine (Canada), Limited, Paris Ont.	Wallboard.
International Fibreboard, Ltd., Montreal	Wallboard.
Massey-Harris Co., Limited, Toronto	Agricultural implements.
Canadian Turner-Day Handle Co., Limited, Strathroy, Ont.	Tool handles.
Moffats, Limited, Weston, Ont.	Electric ranges.
Coffield Washer Company of Canada, Hamilton, Ont.	Electric washers.
Carnation Milk Products Co., Limited, Aylmer, Ont.	Evaporated milk.
Planters Nut and Chocolate Co., Limited, Toronto	Salted peanuts.
Kellogg Co. of Canada, Limited, London, Ont.	Breakfast foods.
H. J. Heinz Co., Toronto	Soup and ketchup.

Other Canadian lines displayed included honey, maple syrup, canned corn on the cob, apples, and lobster.

The favourable comments received regarding the exhibit were gratifying, as was the large number of commercial inquiries received, which in many cases should result in valuable business contacts. The Canadian Trade Commissioner at Dublin was in charge of the exhibit and handled the inquiries.

According to reports, business was brisk throughout the entire show, especially in the field of agricultural implements and machinery, and many substantial orders were booked by exhibitors. The Dublin Spring Show is one of the most important annual business events in the Irish Free State, and is the means of bringing together the more important buyers and sellers throughout the entire country.

BRITISH MERCHANDISE MARKS ACT: MALT PRODUCTS

Referring to the announcement made in *Commercial Intelligence Journal* No. 1360, dated February 22, 1930, page 305, a draft Order in Council has now been laid before Parliament regarding the marking of malt products. If this is adopted, it will be compulsory for the imported malt products enumerated to bear an indication of origin at the time of sale or exposure for sale in the United Kingdom.

A copy of the draft order is in the possession of the Department of Trade and Commerce, Ottawa.

TARIFF CHANGES AND CUSTOMS REGULATIONS

Deferred Australian Customs Duties

Mr. G. H. Tindale, Australian Customs Representative at New York, has received advice from the Comptroller-General of Customs, Canberra, Australia, that the operation of the following duties has been further postponed:—

Item		
136 (F) (2)	Iron and steel—hoop, n.e.i.	to Oct. 1, 1930
179 (D) (3)	(c) Electric household dish-washing machines.	to Oct. 1, 1930
194 (D)	Chain, n.e.i., not made up into serviceable articles	to July 1, 1930
	This further postponement does not apply to the following, viz:—	
	Brass and copper chain (curb and trace pattern) made from wire of $\frac{1}{2}$ mm. to 3 mm. in thickness, both sizes inclusive.	
	Chain, n.e.i., not made up into serviceable articles, in sizes exceeding $\frac{1}{2}$ in. up to but not including $\frac{1}{2}$ in.	
197 (B)	Cutlery, spoons, and forks, n.e.i. knife sharpeners	to April 1, 1930
	This further postponement does not apply to cooks' forks not plated.	
242 (B)	Glass, viz:— Sheet, plain clear	to Aug. 1, 1930
334 (F) (1)	Writing and typewriting paper (plain), not including duplicating —In sheets not less than 16 x 13 inches	to Oct. 1, 1930
392 (A)	Yarns, cotton, including mercerized cotton yarn	to July 1, 1930
397 (A)	Cartridges, n.e.i.	to Oct. 1, 1930
	This further postponement does not apply to shotgun cartridges.	

French Tariff Changes on Motor Cars

Mr. Hercule Barré, Canadian Trade Commissioner in Paris, writes under date May 9, 1930, that a law of France which went into force on April 18, 1930, established the appended list of specific duties for passenger motor cars to be applied when higher than the former rate of 45 per cent ad valorem. The minimum tariff (applicable to Canada) is quoted.

	Francs per 100 Kg.
Weighing less than 1,100 kg.	800
Weighing 1,100-1,500 kg.	925
Weighing 1,500-1,750 kg.	1,050
Weighing 1,750-2,000 kg.	1,275
Weighing 2,000 kg. and over.	1,550

100 kg. equals 220.4 pounds avoirdupois; franc equals 3.92 cents Canadian.

Example: A motor car valued at 30,000 francs (\$1,176) and weighing 1,200 kg. (2,645 pounds) would be taxed under the new scale at 11,100 francs (\$435.12) but as 45 per cent ad valorem would yield a duty \$529.20 the latter would still apply. A car weighing the same and costing two-thirds as much (\$784) would be dutiable on a weight basis.

French Tariff Increase on Wheat and Flour

Mr. Hercule Barré, Canadian Trade Commissioner in Paris, cables that a Government decree of May 19, 1930, to become effective at once, increases by 60 per cent the customs duties on wheat and flour, etc., entering France. The following table shows the changes as indicated in the cabled report:—

	Former Rate Per 100 kg. (220 lbs.)	New Rate
Wheat in the grain.	50 fr. (\$1.96)	80 fr. (\$3.14)
Mill crushed wheat and meal containing more than 10 per cent of flour.	80 fr. (\$3.14)	128 fr. (\$5.02)
Flour at the rate of extraction of 70 per cent and above.	80 fr. (\$3.14)	128 fr. (\$5.02)
Flour at the rate of extraction of between 70 per cent and 60 per cent.	100 fr. (\$3.92)	160 fr. (\$6.27)
Flour at the rate of extraction of 60 per cent and below.	115 fr. (\$4.50)	185 fr. (\$7.25)
Flakes and semolina of wheat.	115 fr. (\$4.50)	185 fr. (\$7.25)

The general tariff and minimum tariff on these products are the same.

United States Duty on Fish from the High Seas

The United States Treasury Department in a notice dated April 28, 1930 (T.D. 43988), addressed to collectors of customs and others concerned, refers to the question of whether fish and other marine products taken by foreign vessels or vessels owned by aliens domiciled within the United States may be admitted to entry free of duty.

The Department, in a letter addressed to the collector of customs at New Orleans, La., dated March 22, 1926, had held that fish brought into the United States in foreign vessels were subject to duty notwithstanding that they were not imported from any foreign country. This decision, however, did not extend to products brought in from the high seas in alien-owned vessels the owners or operators of which were domiciled within the United States. The statement was made that at some ports fish caught on the high seas by aliens were admitted free. Records of the Treasury Department showed that it was the practice at most ports to assess duty on fish brought into the United States from the high seas in foreign vessels.

In order to secure uniformity of practice collectors of customs are now instructed to assess duty on fish and other marine products brought into the United States from the high seas in vessels owned by aliens, whether documented or undocumented, and to admit free of duty fish and other marine products brought into the United States by American vessels in accordance with such other regulations as were already prescribed.

Spanish Wheat and Flour Import Prohibition

Mr. A. B. Muddiman, Canadian Trade Commissioner, Milan, Italy, cables that a Spanish royal decree published in the *Gazette* of May 21 prohibits the importation of wheat and wheat flour. Further conditions were not stated, but later information will be published in the *Commercial Intelligence Journal* on receipt of advice by mail.

RECENT EXHIBITIONS IN THE UNITED KINGDOM

Two exhibitions have been recently held in the United Kingdom at which the Department of Trade and Commerce through the Canadian Exhibition Commission has been represented. One was in Glasgow, in the Empire Shop in Argyle street, which the Empire Marketing Board has leased for a period of six months and in which each overseas dominion and colony desiring to participate have two weeks in which to display their products. Canada's two weeks were from April 14 to 26. A display of the full range of Canadian food products was made and the attendance was estimated at 25,000 persons.

The Ideal Home Exhibition held at Olympia, London (March 24 to April 17), and organized by the *Daily Mail*, is the antithesis of the British Industries Fair in that it is a consumers' show, while the British Industries Fair is a trade event. At least 90 per cent of those attending are consumers and the balance retailers. At this exhibition there was a distribution of samples of about twenty-two lines of Canadian food products ranging in price from a penny to sixpence. Another feature of this exhibition was the display of household novelties and appliances associated with domestic life. No better facilities for the introduction of a new product can be offered the Canadian manufacturer than such an exhibition as that of the Ideal Home.

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING MAY 26

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending May 26, 1930, with the official bank rate. Quotations for the week ending May 19, 1930, are also given for the sake of comparison.

Country	Unit	Parity	Nominal Quotations in Montreal Week ending May 19	Nominal Quotations in Montreal Week ending May 26	Official Bank Rate
Austria	Schilling	.1407	\$.1426	\$.1413	5½
Belgium	Belga	.1390	.1397	.1395	3
Bulgaria	Lev	.0072	.0072	.0072	10
Czechoslovakia	Krone	.0072	.0296	.0296	5
Denmark	Krone	.2680	.2678	.2677	4
Finland	Markka	.0252	.0252	.0252	6½
France	Franc	.0392	.0392	.0392	2½
Germany	Reichsmark	.2382	.2388	.2387	4½
Great Britain	Pound	4.8666	4.8637	4.8615	3
Greece	Drachma	.0130	.0130	.0130	9
Holland	Guilder	.4020	.4025	.4024	3
Hungary	Pengo	.1749	.1751	.1750	6
Italy	Lira	.0526	.0524	.0524	5½
Jugo-Slavia	Dinar	.1930	.0177	.0177	6
Norway	Krone	.2680	.2678	.2677	4½
Portugal	Escudo	1.0805	.0450	.0450	8
Roumania	Leu	.0060	.0060	.0060	9
Spain	Peseta	.1225	.1225	.1217	5½
Sweden	Krona	.2680	.2685	.2685	3½
Switzerland	Franc	.1930	.1936	.1935	3
United States	Dollar	1.0000	1.0007	1.0004	3
Argentina	Peso (Paper)	.4244	.3853	.3826	—
Brazil	Milreis	.1196	.1188	.1185	—
Chile	Peso	.1217	.1210	.1210	6
Colombia	Peso	.9733	.9682	.9664	8
Mexico	Peso	.4985	.4739	.4758	6-7
Peru	Sol	.40	.4003	.3901	7
Venezuela	Bolivar	.1930	.1926	.1905	—
Uruguay	Peso	1.0342	.9282	.9229	—
Cuba	Peso	1.0000	.9993	.9996	—
Hongkong	Mex. Dollar	.3580	.3580	.3495	—
India	Rupce	.3650	.3627	.3626	6
Japan	Yen	.4985	.4943	.4945	5.48
Java	Guilder	.4020	.4028	.4031	4½
Shanghai	Tael	.4478	.4478	.4302	—
Siam	Baht (Tical)	.4424	.4528	.4527	—
Straits Settlements	Dollar	.5678	.5622	.5620	—
British Guiana	\$	1.0000	1.003—1.01¾	1.00¼—1.01¼	—
Barbados	\$	1.0000	1.0037—1.015¾	1.003¾—1.015¾	—
Trinidad	\$	1.0000	1.0037—1.015¾	1.003¾—1.015¾	—
Jamaica	Pound	4.8666	4.8637	4.8622	—
Other British West Indies	\$	1.013	1.0037—1.015¾	1.003¾—1.015¾	—
Martinique	Franc	.0392	.0392	.0392	—
Guadeloupe	Franc	.0392	.0392	.0392	—

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Second Phrase Code.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT KINGSTON, BELLEVILLE, PETERBOROUGH, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.); AND THE MARITIME PROVINCES TRADE COMMISSION, TORONTO.

Canadian exporters should, for follow-up purposes, send a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which it emanated.

General

547. PROVISIONS AND CONFECTIONERY.—Import house in Tientsin desire connections with Canadian provision suppliers for canned fruits, jams, and biscuits; also confectionery.

548. BUCKWHEAT HONEY.—Amsterdam firm would like to bear from Canadian exporters of buckwheat honey with a view to handling on an agency basis.

549. BUCKWHEAT HONEY.—Amsterdam agents wish to establish connections on an agency basis with Canadian exporters.

550. FROZEN EELS.—A firm in Hamburg, Germany, wish to get in touch with Canadian exporters.

551. WHEAT FLOUR.—Import firm in Shanghai seek flour connection with Canadian mills. Samples should be forwarded direct.

552. WHEAT FLOUR.—Amsterdam importer would like to have a connection with a Canadian exporter.

553. WHEAT FLOUR.—Rotterdam agents wish to establish connections on an agency basis with Canadian flour exporters.

554. FISH OILS.—A North of England firm connected with the fish oil trade are interested in having samples and full particulars of various types of fish oils from Canadian exporters.

555. ALPACA.—Manufacturers' representative in Buenos Aires wishes to obtain agency for alpaca for lining suits. Samples and prices upon application.

556. WHITE CLOTH FOR SHEETS.—Manufacturers' agent in Buenos Aires wishes to obtain agency for white cloth for sheets. Samples and prices upon application.

557. HAIR CLOTH.—Manufacturers' representative in Buenos Aires wishes to obtain agency for hair cloth. Sample and price upon application.

558. LEATHER.—A commission agent in Havana desires representation of Canadian tanners, on a commission basis only, of all kinds of shoe leather, especially calf, patent, sole, inner sole, and shoe linings.

559. ALUMINUM FOIL.—A firm wish to be placed in touch with Canadian suppliers of aluminum foil, for use in cigarette packages. Firms interested should forward c.i.f. prices, discounts, and samples.

560. SQUARES FOR BOBBINS.—A Lancashire firm of shuttle makers are interested in having quotations from Canadian exporters of birch or beech squares for bobbin making.

561. ENGINEERING SUPPLIES; AUTOMATIC COUPLERS.—A London firm of engineers wish to secure the representation of Canadian manufacturers of machine tools and general engineering supplies. They are particularly interested in railway equipment, and are at the moment desirous of forming a connection with a Canadian manufacturer of automatic couplers, for which they report a large opening for export to British Empire countries and South America.

Trade Inquiries from British Guiana

562. BUTTER.—A firm of commission agents in Georgetown wish to undertake the representation of a Canadian exporter of fresh and tinned butter.

563. CANNED FRUITS AND VEGETABLES.—A firm of commission agents in Georgetown wish to undertake the representation of a Canadian canner of vegetables and fruit.

564. CANNED VEGETABLES AND FRUIT.—A commission agent in Georgetown desires to undertake on a commission basis the representation of a first-class exporter.

565. DRIED COD, POLLOCK, AND HAKE.—A commission agent in Georgetown desires to undertake on a commission basis the representation of a first-class exporter.

566. DRIED COD, HAKE, AND POLLOCK.—A commission agent in Georgetown is open to undertake the representation of a Canadian exporter of preserved fish.

567. **POTATOES.**—A Georgetown commission agent connected with the trade is anxious to undertake on a commission basis the sale of potatoes for a New Brunswick exporter.

568. **LADIES' READY-MADE DRESSES.**—A firm of commission agents maintaining a close connection with one of the leading departmental stores in Georgetown, with branches throughout the West Indies, and which are covered by this agent, are desirous of representing a manufacturer of ladies' ready-made dresses. They would also be able to advantageously dispose of surplus after-season stocks. Samples are required.

569. **HOSIERY.**—A commission agent in Georgetown would like to represent a manufacturer of ladies' and men's silk, rayon and cotton hose.

570. **MEN'S HOSIERY.**—A firm of commission agents in Georgetown, closely connected with the leading departmental stores in Georgetown, in Port of Spain, Trinidad, and in Bridgetown, Barbados, are open to undertake the representation of a manufacturer of men's cotton, rayon and silk hose.

571. **KRAFT WRAPPING PAPER.**—A commission and manufacturers' agent in Georgetown, representing a number of well-known Canadian and United Kingdom exporters, wishes to undertake the representation of an exporter of kraft paper.

572. **NEWSPRINT.**—A commission agent in Georgetown desires to represent a Canadian exporter of newsprint.

573. **WIRE NAILS.**—A commission agent in Georgetown would like to get in touch with a manufacturer and exporter of wire nails.

574. **IMPORT AND EXPORT HOUSE.**—A manufacturers' and commission agent in Georgetown, already representing a number of well-known Canadian manufacturers and exporters, wishes to form a connection with a general import and export firm in Halifax or Montreal.

575. **GENERAL IMPORT AND EXPORT HOUSE.**—A firm of first class commission agents in Georgetown are desirous of forming a connection with a progressive import and export firm in Montreal or Toronto.

576. **IMPORT AND EXPORT HOUSE.**—An agent in Georgetown wishes to form a connection with a general import and export firm in Montreal or Halifax.

Trade Inquiries from Venezuela

577. **CHOCOLATES.**—Agent in Maracaibo wishes to represent shipper of chocolates in tins

578. **CHOCOLATES.**—Commission agent in Caracas is interested in a line of package chocolates.

579. **APPLES.**—Commission agent in Caracas wishes to hear from shipper of fresh apples.

580. **SUGAR.**—Commission agent in Maracaibo wishes to represent exporter of sugar in cubes.

581. **POWDERED MILK.**—Commission agent in Maracaibo is interested in dried milk.

582. **CANNED SOUPS.**—Commission agent in Maracaibo is interested in canned soups.

583. **CODFISH.**—Commission agent in Maracaibo wishes to represent shipper of dried codfish, unsalted; also of dried haddock.

584. **CODFISH.**—Commission agent in Caracas desires representation of shipper of dried codfish and codfish flakes.

585. **CANNED LOBSTER.**—Commission agent in Maracaibo is interested in hearing from shipper of canned lobster.

586. **SARDINES.**—Commission agent in Caracas desires to represent exporter of canned sardines.

587. **SALMON.**—Commission agent in Caracas wishes to represent shipper of canned salmon.

588. **CANNED SALMON.**—Commission agent in Caracas wishes to represent shipper of canned salmon—chums and pinks.

589. **FLOUR.**—Commission agent in Caracas wishes to represent flour miller.

590. **FLOUR.**—Commission agent in Caracas wishes to represent flour exporter.

591. **COD-LIVER OIL.**—Commission agent in Caracas wishes to represent exporter of cod-liver oil in bulk.

592. **MALT.**—Commission agent in Caracas is interested in having quotations and samples on malt.

593. **RYE WHISKY.**—Agent in Maracaibo is desirous of obtaining rye whisky agency.

594. **SILK HOSIERY.**—Commission agent in Caracas is interested in receiving representation of manufacturer of ladies' pure silk hosiery.

595. **WRAPPING PAPER.**—Commission agent in Maracaibo wishes to hear from exporter of sulphate wrapping paper.

596. **LEATHER.**—Commission agent in Caracas wishes to represent exporter of leather, patent and glacé kid.

597. **BICARBONATE OF SODA.**—Agent in Maracaibo wishes to hear from shipper of bicarbonate of soda.

598. **SULPHURIC ACID.**—Commission agent in Maracaibo wishes to hear from exporter of sulphuric acid.

599. **CALCIUM CARBIDE.**—Commission agent in Caracas wishes to represent exporter of calcium carbide.

600. RESIN.—An agent in Maracaibo wishes to get in touch with manufacturer of resin "pezrubia."

601. LANTERNS.—Commission agent in Maracaibo wishes to represent manufacturer of lanterns.

602. GALVANIZED IRON SHEETS.—Agent in Maracaibo wishes to represent manufacturer of galvanized iron sheets, not corrugated.

603. GALVANIZED IRON PIPE.—Agent in Maracaibo wishes to represent manufacturer of galvanized iron piping.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Montreal

To Antwerp.—Beaverhill, June 6; Montrose, June 19; Beaverburn, June 20; Beaverville, June 27—all Canadian Pacific; Brant County, June 3; York County, June 17; Peel County, June 27—all County Line.

To Avonmouth.—Kastalia, Anchor-Donaldson Line, June 28; Nessian, Dominion Line, June 14.

To Belfast and Dublin.—Carrigan Head, Head Line, June 17 (cargo accepted for Londonderry and Cork).

To Cardiff and Swansea.—Nessian, Dominion Line, June 14; Kastalia, Anchor-Donaldson, June 28.

To Glasgow.—Melita, June 11; Minnedosa, June 21—both Canadian Pacific; Letitia, June 13; Athenia, June 27—both Anchor-Donaldson.

To Liverpool.—Duchess of Bedford, June 6; Duchess of York, June 13; Montcalm, June 14; Duchess of Atholl, June 20; Duchess of Richmond, June 27—all Canadian Pacific; Antonia, June 6; Andania, June 20—both Cunard Line; Doric, White Star Line, June 14.

To London.—Beaverhill, June 6; Beaverford, June 13; Beaverburn, June 20; Beaverville, June 27—all Canadian Pacific; Alaunia, June 6; Ausonia, June 13; Aurania, June 20; Ascania, June 29—all Cunard Line; Megantic, White Star Line, June 13.

To Manchester.—Manchester Division, June 5; Manchester Brigade, June 12—both Manchester Line.

To Newcastle and Leith.—Cairnglen, Cairn-Thomson Line, June 6.

To Southampton.—Montrose, June 19; Montclare, June 26—both Canadian Pacific; Megantic, White Star Line, June 13.

To Havre.—Brant County, June 3; Laval County, June 30—both County Line.

To Hamburg.—Beaverford, June 13; Montclare, June 26—both Canadian Pacific; Hada County, June 13; Kent County, June 27—both County Line; Koeln, North German Lloyd, June 14.

To Bremen.—Koeln, North German Lloyd, June 14.

To Rotterdam.—Kings County, June 13; Elgin County, June 24—both County Line.

To Bermuda, Santo Domingo, Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, Barbados, Grenada, Trinidad and Demerara.—Chomedy, Canadian National, June 14.

To Hamilton, Nassau, Kingston and Belize.—Lady Somers, June 6; Cathcart (freight to Kingston only), June 13; Lady Rodney, June 20; Cavalier (freight to Kingston only), June 27—all Canadian National.

To Bermuda, St. Kitts, Antigua, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo.—Manhem, June 13; Italia, June 27—both Ocean Dominion SS. Corp.

To Australian Ports.—Canadian Cruiser, Canadian National, June 30.

To New Zealand Ports.—Canadian Britisher, Canadian National, June 25.

To South African Ports.—Cochrane, Elder Dempster Line, June 25 (also calls at West African ports).

To South American Ports.—Canadian Traveller, Canadian National, June 20.

To St. Pierre-Miquelon and St. John's, Nfld.—Cabot Tower, Newfoundland-Canada SS. Ltd., June 12.

To Cornerbrook, Nfld.—North Voyageur, June 2; New Northland, June 13—both Clarke SS. Co.

From Charlottetown

To St. Pierre-Miquelon and St. John's, Nfld.—Sollund, Newfoundland-Canada SS. Ltd., June 9.

From Quebec

To Southampton.—Empress of France, June 4 and June 25; Empress of Australia, June 11; Empress of Scotland, June 18; Empress of Japan, June 24—all Canadian Pacific.

From Halifax

To London.—Mississippi, June 4; Missouri, June 25—both Leyland Line.

To Liverpool and Manchester.—Median, Leyland Line, June 11; Nova Scotia, June 7; Newfoundland, June 24—both Furness Line.

To St. John's, Nfld.—Sollund, Newfoundland-Canada SS., June 7 (also calls at Newfoundland outports); Nerissa, June 3 and 17 and July 1; Silvia, June 10; Fort St. George, July 8—all Furness-Red Cross Line; Nova Scotia, June 7; Newfoundland, June 24—both Furness Line.

To St. Pierre-Miquelon.—Sollund, Newfoundland-Canada SS., June 7.

To Bermuda, St. Kitts, Antigua, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo.—Tryifjord, June 5; Manhem, June 19; Italia, July 3—all Ocean Dominion.

To Kingston, Jamaica.—Cavelier, June 2 and 30; Cathcart, June 16—both Canadian National.

To Bermuda, Santo Domingo, Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, Barbados, Trinidad and Demerara.—Colborne, June 5; Chomedy, June 19—both Canadian National.

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Nelson, June 5; Lady Hawkins, June 27—both Canadian National.

To Santiago (Cuba) and Kingston (Jamaica).—Caledonia, June 11; Andalusia (also calls at Montego Bay and other Jamaica outports), June 25—both Pickford & Black.

From St. John

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Nelson, June 5; Lady Hawkins, June 19—both Canadian National.

From Vancouver

To Yokohama, Kobe, Shanghai, Hongkong and Manila.—Empress of Canada (also calls at Honolulu), June 12; Empress of Russia, June 26; Empress of Asia, July 24—all Canadian Pacific.

To Yokohama, Kobe, Muke and Hongkong.—Ixion, June 3; Tyndareus, June 24—both Blue Funnel.

To Yokohama, Kobe and Osaka.—Paris Maru (also calls at Dairen and Taku), Osaka Shosen Kaisha, June 11.

To Yokohama, Kobe, Osaka and Moji.—Arabia Maru, June 22; Arizona Maru, July 11—both Osaka Shosen Kaisha.

To Auckland, Wellington, Lyttelton and Dunedin.—Golden Coast, Oceanic and Oriental Navigation Co., June 17.

To Honolulu, Suva, Auckland and Sydney.—Niagara, Canadian-Australasian Line, June 25.

To Napier, Lyttelton, Dunedin and New Plymouth.—Waikawa, Canadian-Australasian Line, July 15.

To Auckland, Wellington, Melbourne and Sydney.—Hauraki (also calls at Papeete and Adelaide), June 1; Waiotapu, July 3—both Canadian-Australasian Line.

To Brisbane, Sydney, Newcastle, Melbourne and Adelaide.—A steamer, in June and July—both Transatlantic SS. Co. Ltd.

To Manchester.—Pacific Trader, Furness (Pacific) Ltd., June 14; Fresno City, Reardon Smith Line, June 25.

To Liverpool, Southampton, London and Rotterdam.—Loch Katrine, June 4; Loch Monar, June 18; Nebraska, July 3; Delftdyk, July 17—all North Pacific Coast Line.

To Havre, Dunkirk, Bordeaux and Antwerp.—Winnipeg, June 1; Oregon, July 5—both French Line.

To Hamburg, Bremen and Antwerp.—San Francisco, June 12; Oakland, June 26; Vancouver, July 8—all Hamburg-American Line; Moerdyk, June 3; Eemdyk, June 26—both North Pacific Coast Line (also call at Rotterdam).

To Barcelona, Marseilles, Genoa, Leghorn, Naples, Venice and Trieste.—Cellina, June 28; Leme, July 26—both Navigazione Libera Triestina.

To Santos, Rio de Janeiro, Buenos Aires, Montevideo, Rosario and Santa Fé.—Villanger, June 13; Taranger, July—both Westfal-Larsen.

To Capetown, East London, Durban and Lourenco Marques.—Neptunian, B.C. Shipping Agencies Ltd., early in June.

To Port of Spain (Trinidad) and Bridgetown (Barbados).—St. Jerneborg, Canadian Transport Co. Ltd., June 20.

To Puerto Colombia.—Point San Pablo, June 2; Point Fermin, June 16; Point Montara, June 27; Point Sur, July 14—all Gulf Pacific Line.

Note—Firms who desire information concerning ocean mail services may have their names placed on the mailing list of the Post Office Weekly Bulletin by applying to the Post Office Department.

847

CONDENSED LIST OF PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents.)
Canada-West Indies Conference (1920). (Price 25 cents.)
Canada-West Indies Conference Report (1925). (Price \$1.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 10 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada, \$3.50; single copies, 10 cents.
Czechoslovakia as a Market for Canadian Products (1927). (Price 25 cents.)
Denmark as a Market for Canadian Products (1926). (Price 25 cents.)
"Empire Tariff Preferences on Canadian Goods." (Price 25 cents.)
French-Canadian Homespun Industry.
Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)
Invoice Requirements: Leaflets covering the following countries: Argentina; Australia; Belgium; Brazil; Chile; China; Colombia; Cuba; Denmark; Finland; France; Holland; India; Italy; Mexico; Netherlands East Indies; New Zealand; Peru; South Africa; Switzerland; Turkey; Uruguay; and Venezuela. (Free.)
Lumber Market of Japan (1926). (Price 25 cents.)
Map of the World showing Trade Routes. (1922 Edition.)
Markets of British Malaya (1923). (Price 25 cents.)
Markets of Central America (1929). (Price 25 cents.)
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price 25 cents.)
Peru as a Market for Canadian Products (1926). (Price 25 cents.)
Points for Exporters: Leaflets covering the following countries: Australia; Belgium; the Bahamas; Brazil; British Honduras; China; Colombia; Cuba; France; Hayti; Hongkong; India; Jamaica; Japan; Mexico; British Malaya and Siam; New Zealand; South Africa; British West Indies; Netherlands; and the United Kingdom. (Free.)
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)
Sweden as a Market for Canadian Products (1928). (Price 25 cents.)
Switzerland as a Market (1929). (Price 25 cents.)
Trade of the African Sub-Continent (1928). (Price 25 cents.)
Trade of the New Countries of Southeast Europe (1921). (Price 25 cents.)
Trading Opportunities in Scandinavia (1922). (Price 25 cents.)
Trade Possibilities of the Baltic States (1929). (Price 25 cents.)
Trading with Colombia and Venezuela (1928). (Price 25 cents.)
Trading with Egypt (1921). (Price 25 cents.)
Trading with Greece (1921). (Price 25 cents.)
Trading with Spain (1926). (Price 25 cents.)
West Africa and its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.
Census of Canada.

Miscellaneous Statistics respecting the following: Business; Education; Employment; Finance (Provincial and Municipal); Justice; Transportation, including railways and tramways, express, telegraphs, telephones, water, etc.; Production, including agriculture, furs, fisheries, forestry, mining, construction and manufactures; Vital: Births, deaths, marriages, divorce.
Canada, 1930.
Year Book of Canada.
Report of the Dominion Statistician, Annual.
Trade (External) (Imports and Exports), Annual, Quarterly and Monthly.
Trade (Internal), Prices, cost of living, capital movements, etc.

CANADIAN GOVERNMENT TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, B. Mitre 430, Buenos Aires. (Territory includes Chile and Uruguay.) *Cable Address, Canadian.*

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

Commercial Agent: B. Millin, The Royal Exchange, Sydney, N.S.W.

Belgium

Jean J. Guay, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.* (Territory includes Roumania, Bulgaria, Hungary.)

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Ed. Da "A Noite," Sala 802, Praca Maua. *Cables, Canadian.*

British West Indies

Trinidad: R. T. Young. Address for letters—P.O. Box 125, Port of Spain. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*

Jamaica: F. W. Fraser, P.O. Box 225, Kingston. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, the Bahamas and British Honduras.) *Cable Address, Canadian.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—Daily News Building, 17 The Bund, Shanghai. *Cables, Canadian.*

Cuba

James Cormack. Address for letters—Apartado 1945. Office Address: Calle Obrapia 35, Havana. Cuba. (Territory includes San Domingo and Porto Rico.) *Cable Address, Canadian.*

France

Hercule Barré, 3 rue Scribe, Paris (9). (Territory includes French Colonies in North Africa, Egypt, Palestine, Syria.) *Cable Address, Cancomac.*

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Canadian.* (Territory covers Germany—except the Rhine Valley—Czechoslovakia, Austria, Poland, Esthonia, Latvia, Lithuania and Soviet Russia.)

Greece

Henri Turcot, 8 Metropole Street, Athens. (Territory includes Turkey.) *Cable Address, Canadian.*

Hongkong

Paul Sykes. Address for letters—P.O. Box 80. Office—Exchange Building, Hongkong. Territory includes South China, the Philippines, and Indo-China. *Cables, Canadian.*

India and Ceylon

Richard Grew, P.O. Box 2003, office, 8 Esplanade Mansions, Government Place East, Calcutta. *Cable Address, Canadian.*

Irish Free State

J. H. English, 66 Upper O'Connell street, Dublin. *Cable Address, Canadian.*

Italy

A. B. Muddiman, Via Manzoni Nr. 5—Milan (102). *Cables, Canadian.* Territory includes Spain, Portugal, Gibraltar, Canary Islands, Malta, Italian Colony in Africa, Albania, Jugoslavia, and Cyprus.)

Japan

Tokyo: J. A. Langley, Commercial Secretary. Address for letters, P.O. Box F. 101, Tokyo Central. Office, Imperial Life Assurance Building, Marunouchi, Tokyo. *Cables, Canadian.* Kobe: Acting Trade Commissioner. Address for letters, P.O. Box 230. Office, Chamber of Commerce Bldg., Kobe. *Cables, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. (Territory includes Central American Republics.) *Cable Address, Cancoma.*

Netherlands

J. C. Macgillivray, Beurpslein 26B, Rotterdam. (Territory includes the Rhine valley and Switzerland.) *Cable Address, Canadian.*

Netherlands East Indies

G. R. Heasman, P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Yorkshire House, Shortland street, Auckland. *Cable Address, Canadian.*

Norway

F. H. Palmer, Jernbanetorvet 4, Oslo. (Territory includes Scandinavian countries and Finland.) *Cable Address, Canadian.*

Panama

J. A. Strong, P.O. Box No. 222, Panama City. (Territory includes Venezuela and Colombia.) *Cable Address, Canadian.*

Peru

G. R. Stevens, Casilla 1212, Lima. Office, Calle Coca, 478. (Territory includes Bolivia and Ecuador.) *Cable Address, Canadian.*

South Africa

C. S. Bissett, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

London: Harrison Watson, Canadian Building, Trafalgar Square, S.W. 1, England. *Cable Address, Sleighing, London.*

London: J. Forsyth Smith, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C. 2. *Cable Address, Canfrucm.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany and Spain.)

Liverpool: Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street, *Cable Address, Canadian.*

Bristol: Douglas S. Cole, Sun Building, Clare street. *Cable Address, Canadian.*

Glasgow: Gordon B. Johnson, 200 St. Vincent Street, Scotland. *Cable Address, Cantracom.*

United States

New York City: Frederic Hudd, 44 Whitehall street. (Territory covers New England, Atlantic seaboard states. Pennsylvania; also the Bermudas.) *Cables, Cantracom.*

Chicago: R. S. O'Meara, Willoughby Tower, 8 S. Michigan Avenue. (Territory covers the Middle West and the Mississippi Valley.) *Cables, Canadian.*

San Francisco: H. R. Poussette, Suite 405, Alaska Commercial Building, 310 Sansome St. (Territory covers the Pacific seaboard and Rocky Mountain states.)

NOTE.—Bentley's Second Phrase Code is used by Canadian Trade Commissioners.

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Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. James Malcolm, M.P.

Deputy Minister: F. C. T. O'Hara

Director, Commercial Intelligence Service: C. H. Payne

Published in English and French. Subscription Price for either edition: \$1 per annum in Canada (single copies 5 cents each); \$3.50 outside the Dominion (single copies 10 cents each). Remittances, which may be made by Post Office or Express Orders, or Drafts, or Cheques, payable at par in Ottawa, should be addressed to the King's Printer, Government Printing Bureau, Ottawa.

Vol. XLII

Ottawa, June 7, 1930

No. 1375

TABLE OF CONTENTS

	Page		Page
Mr. Croft's Visit to Fiji.. . . .	849	Canned Fruits and Vegetables in	
M. Heasman's Itinerary in Ontario..	849	Argentina.. . . .	872
Summary of the Trade of Canada:		Conditions in Japan in 1929.. . . .	873
April.. . . .	850	Canadian Leather in Hongkong.. . .	875
Central European Commodity		Netherlands' Commodity Markets in	
Markets in 1929—I.. . . .	851	1929—IV.. . . .	876
Market for Dowels in England.. . .	855	South African Weights and Meas-	
Overalls Market in North of England	855	ures Regulations.. . . .	877
Review of Australian Trade, 1928-29.		Mr. Fraser's Itinerary.. . . .	879
II. Trade with Canada and the		British Inquiry into Marking of	
United States.. . . .	856	Motor Vehicles.. . . .	879
Notes from New South Wales.. . .	861	British Merchandise Marks Act:	
Finances of New Zealand.. . . .	863	Coat Hangers.. . . .	880
Canada-United States-West Indies		Tariff Changes, etc..	880
Exchange Rates.. . . .	867	Tenders Invited—New Zealand.. . .	881
Financial Status of British Guiana..	867	Foreign Exchange Quotations.. . .	882
Trinidad Provision Market.. . . .	868	Trade Inquiries.. . . .	882
Conditions in St. Lucia.. . . .	868	Sailings from Canadian Ports.. . .	885
Trade of Porto Rico, 1929.. . . .	870	Cominercial Intelligence Service.. . .	888

MR. CROFT'S FORTHCOMING VISIT TO FIJI

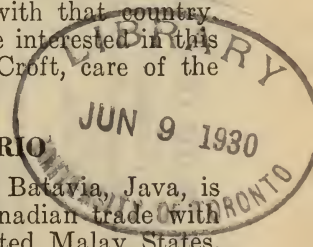
Mr. C. M. Croft, Canadian Trade Commissioner in Auckland, will visit Fiji in the near future in the interests of Canadian trade with that country. He will leave for Fiji on July 1. Canadian exporters who are interested in this market are invited to communicate immediately with Mr. Croft, care of the Colonial Secretary, Suva, Fiji.

MR. HEASMAN'S ITINERARY IN ONTARIO

Mr. G. R. Heasman, Canadian Trade Commissioner in Batavia, Java, is now making a tour of the Dominion in the interests of Canadian trade with his territory, which includes the Straits Settlements, Federated Malay States, and Siam. The following are the dates of his itinerary in Ontario as at present arranged:—

Ottawa	June 9 and 10	Penetanguishene	June 19
Pembroke.. . . .	June 11	Owen Sound.	June 20
Brockville	June 12	Goderich.	June 21
Kingston and Morrisburg..	June 13	Windsor, Ford and	
Coburg	June 16	Chatham.. . . .	June 23 and 24
Oshawa and Bowmanville..	June 17	London, St. Thomas,	
Orillia	June 18	Ingersoll and St. Mary's..	June 25, 26 and 27

Firms who desire to be brought in touch with Mr. Heasman are requested to communicate with the Secretary of the Board of Trade or Chamber of Commerce in each of the above-mentioned cities.



SUMMARY OF THE TRADE OF CANADA: MONTH OF APRIL AND TWELVE MONTHS ENDING APRIL, 1929

(Compiled by External Trade Branch, Dominion Bureau of Statistics)

Main Groups	Month of April, 1930				Twelve Months ending April, 1930			
	Total Imports	From United Kingdom	From United States		Total Imports	From United Kingdom	From United States	
<i>Imports for Consumption</i>								
Agricultural and Vegetable Products.....	12,470,210	2,643,798	6,413,832	\$	223,931,643	50,529,675	97,612,284	\$
Animals and Animal Products.....	4,100,454	232,494	2,097,642		69,658,618	4,974,622	37,128,046	
Fibres, Textiles and Textile Products.....	10,452,570	3,660,544	4,223,616		180,847,984	67,129,578	69,246,134	
Wood, Wood Products and Paper.....	3,877,056	296,984	3,420,616		60,332,713	5,234,479	51,186,764	
Iron and its Products.....	21,016,689	969,304	19,136,273		304,431,577	21,435,940	271,632,769	
Non-ferrous Metals and their Products.....	4,686,843	463,107	4,017,576		85,889,084	7,491,943	71,807,443	
Non-Metallic Minerals and their Products.....	8,036,280	435,522	6,764,893		184,758,008	13,541,036	148,003,739	
Chemicals and Allied Products.....	2,892,700	250,740	2,006,955		39,630,273	26,569,305	26,569,305	
Miscellaneous Commodities.....	3,869,087	561,388	2,907,531		72,678,314	10,763,105	62,550,741	
Total Imports, 1930.....	71,401,839	9,533,876	50,989,176		1,222,158,214	186,502,063	825,736,824	
1929.....	97,517,207	12,209,969	72,702,663		1,284,705,828	194,669,586	884,330,767	
1928.....	78,490,470	11,581,754	56,384,125		1,113,149,308	186,522,908	723,651,928	
<i>Exports (Canadian Produce)</i>								
Agricultural and Vegetable Products.....	12,548,652	3,717,995	2,490,700	\$	378,973,005	185,088,934	49,054,056	\$
Animals and Animal Products.....	5,288,571	1,249,134	3,194,861		130,710,925	40,318,369	65,119,183	
Fibres, Textiles and Textile Products.....	337,561	38,257	90,916		8,989,635	21,414,548	3,828,394	
Wood, Wood Products and Paper.....	16,446,688	637,695	14,269,073		287,054,617	21,414,548	235,803,045	
Iron and its Products.....	3,541,102	404,911	717,664		75,807,452	6,990,586	10,934,820	
Non-ferrous Metals and their Products.....	8,724,115	683,833	6,777,483		153,018,627	15,519,588	102,223,381	
Non-Metallic Minerals and their Products.....	1,336,043	76,549	1,017,030		28,111,279	1,756,998	18,654,237	
Chemicals and Allied Products.....	1,194,408	205,833	776,890		22,511,060	4,930,580	12,881,998	
Miscellaneous Commodities.....	1,326,879	314,555	838,949		20,098,342	3,120,861	13,363,738	
Totals, 1930.....	50,744,189	7,328,810	30,173,566		1,105,274,842	280,077,453	511,543,512	
1929.....	65,727,599	9,080,532	33,587,607		1,370,338,956	425,699,252	565,079,118	
1928.....	59,098,315	13,160,765	28,120,634		1,210,109,694	391,019,404	477,097,406	
<i>Exports (Foreign Produce)</i>								
Totals, 1930.....	1,764,080	42,138	1,618,877		25,017,461	1,285,568	22,016,478	
1929.....	1,426,337	42,950	1,256,796		25,132,632	1,984,298	21,531,402	
1928.....	1,480,108	39,108	1,380,336		22,662,356	2,034,825	19,105,497	
<i>Excess of Imports (†) or All Exports (e)</i>								
1930.....	(†) 18,893,670	(†) 2,162,928	(†) 19,196,733		(†) 91,865,911	(e) 94,860,958	(†) 292,176,824	
1929.....	(†) 30,363,271	(†) 3,027,487	(†) 37,858,260		(e) 110,765,760	(e) 232,973,954	(†) 357,720,947	
1928.....	(†) 17,912,047	(e) 1,618,119	(†) 26,885,155		(e) 119,622,742	(e) 206,531,321	(†) 227,449,025	

CENTRAL EUROPEAN COMMODITY MARKETS IN 1929

L. D. WILGRESS, CANADIAN TRADE COMMISSIONER

[1 reichsmark (R.M.) = \$0.238; 1 metric ton (1,000 kg.) = 2,204 pounds]

I
FLOUR

CANADIAN FLOUR EXPORTS TO GERMANY

Hamburg, May 14, 1930.—The trade with Germany in Canadian flour has been greatly restricted by the successive increases in the German duty until now only relatively small quantities are being imported into Germany. During the first half of 1929 the German duty on Canadian flour was a general rate of R.M.12.50 (\$2.98) per 100 kilograms (220 pounds) as against a conventional rate of R.M.11.50 (\$2.74) enjoyed by those countries, such as the United States, Great Britain and France, which have concluded trade treaties with Germany. On July 10, 1929, the duty on wheat flour was increased to a general rate of R.M.14.50 (\$3.45) applicable to all countries, which rate remained in force for the balance of the year. At the same time as the duty on flour was increased, the duty on wheat was raised from R.M.5.50 per 100 kilograms to R.M.6.50 for wheat from countries having trade treaties with Germany, and to R.M.7.50 for wheat from Canada and Australia.

Coincident with the new tariff arrangement, the Reichstag passed a law compelling every mill within Germany which utilized foreign wheat to grind, during the period August 1, 1929, to July 31, 1930, a quantity of domestic wheat amounting to at least 30 per cent of the total wheat milled; while for the period August 1, 1929, to November 30, 1929, a minimum amount of domestic wheat equivalent to 40 per cent of the total wheat ground was to be used. On October 3, 1929, a decree was issued increasing the compulsory milling of domestic wheat to 50 per cent, which percentage remained in force for the remainder of the year.

The successive increases in the duty on flour during the last five years have led to a great decline in the German imports of wheat flour. In 1924 and during the first eight months of 1925, when the importation of both wheat and flour was free of duty, the imports of wheat flour averaged around 40,000 metric tons a month. In 1926, after the imposition of the duty, the average imports amounted to 10,000 tons a month. Increases in the duty further reduced importations to the rate of 5,000 tons a month in 1927, 3,000 tons a month in 1928, and 2,500 tons a month last year. The following table of the German imports of wheat flour in the last three years will illustrate the decline of German flour imports in general and of the purchases of Canadian flour in particular:—

German Imports of Wheat Flour

	1927	1928	1929
	Metric Tons	(2,204 pounds)	
Total.. . . .	\$ 59,458	\$ 38,505	\$ 30,309
United States.. . . .	35,727	22,475	12,166
Canada.. . . .	13,763	10,528	7,030
Holland.. . . .	2,528	997	2,897
Saar Territory.. . . .	988	548	1,932
Danzig.. . . .	871	345	..
Great Britain.. . . .	823	..	..
Argentina.. . . .	810	..	..
Switzerland.. . . .	809	442	505
Luxembourg.. . . .	500	395	..
Hungary.. . . .	498	644	2,203
Austria.. . . .	447	483	581
Belgium.. . . .	396	412	..
Alsace-Lorraine.. . . .	284	25	..
France.. . . .	231	59	*1,262
Czechoslovakia.. . . .	..	509	180
Total value.. . . .	\$4,705,000	\$2,876,190	\$2,399,524

* Includes Alsace-Lorraine.

The figure of 7,030 tons given in the German returns of wheat flour imported from Canada during 1929 corresponds to 78,904 barrels as compared with 118,171 barrels in the previous year. The Canadian trade returns for the calendar year 1929 show an export of wheat flour to Germany of 800,998 barrels valued at \$4,595,059 as compared with 1,270,844 barrels valued at \$7,604,384 in 1928. The great discrepancy between these two sets of statistics is accounted for by the fact that the bulk of the Canadian flour shipped to German ports is ultimately consumed in Czechoslovakia, Austria, and other countries.

CANADIAN FLOUR EXPORTS TO CZECHOSLOVAKIA

The imports of Canadian flour into Czechoslovakia during 1929 were not maintained at the level of the previous three years owing to the unfavourable price situation during part of the year. On the other hand, it would appear that the Canadian flour trade with Czechoslovakia did not suffer from this factor to the same extent as the trade with some other markets. Canadian flour is very well established in the Czechoslovak market, and bakers will not readily use flour from other countries in place of the Canadian brands to which they have become accustomed. A careful estimate would indicate that the Czechoslovak market in 1929 took around 600,000 barrels of Canadian flour as compared with over 800,000 barrels in each of the previous three years.

Unfortunately, the Czechoslovak trade statistics do not furnish a reliable guide to the imports of Canadian flour, because Hamburg is given as the chief source of supply and the imports from Hamburg would be comprised of both United States and Canadian flours. The following table gives the Czechoslovak statistics of the imports of wheat flour for the last two years:—

Czechoslovak Imports of Wheat Flour

	1928 Metric Tons	1929 (2,204 pounds)
Total..	175,075	163,803
Hamburg..	66,255	51,829
Hungary..	64,442	72,735
Canada..	20,577	19,189
Roumania..	8,017	2,390
France..	4,941	4,188
United States..	4,191	6,326
Germany..	3,354	1,815
Holland..	1,466	1,969
Jugoslavia..	668	342
Austria..	578	1,358
Trieste..	170	2,574
Great Britain..	162	57
Bulgaria..	87	18

According to the Czechoslovak statistics, the total imports of wheat flour into the republic in 1929 amounted to 163,803 metric tons or 1,841,948 barrels as compared with 175,075 metric tons or 1,964,619 barrels in 1928, or roughly a decrease of 123,000 barrels. It is seen that the imports from Hamburg decreased considerably in 1929 with also a slight decrease in the direct imports from Canada, while an increase is shown in the direct imports from the United States. Combining these figures, the total import of North American flour in 1929 amounted to 77,344 metric tons or 869,725 barrels as compared with 91,023 metric tons or 1,023,544 barrels in the previous year, a decrease of approximately 154,000 barrels. These figures would not take account of any imports of North American flour through Trieste or Dutch ports. At the same time, it will be noted that the total imports from Hungary increased from 64,442 metric tons in 1928 to 72,735 metric tons in 1929, or an increase of 93,000 barrels. The decrease in the Czechoslovak imports of North American flour was probably largely at the expense of Canadian flour and was made up by increased

imports of flour from Hungary. It is also probable that the United States supplied a somewhat larger proportion of the total import of North American flour than in former years. Taking these facts into consideration, it would appear that the Czechoslovak market could not have taken last year much more than 600,000 barrels of Canadian flour. In spite of the reduced importations, Czechoslovakia ranked last year, after the United Kingdom and China, as the third largest export market for Canadian flour.

The Canadian trade returns for 1929 show a direct export of flour to Czechoslovakia of 56,207 barrels valued at \$309,168 as compared with 129,036 barrels valued at \$134,723 in the previous year, but, as already explained, the bulk of the Canadian flour consumed in Czechoslovakia is first of all consigned to Hamburg to be broken up into small lots for transport to Czechoslovakia, and hence is included in the Canadian trade returns among the exports to Germany.

The trend of the Czechoslovak flour trade is indicated by the following table which shows the total quantity of wheat flour imported by Czechoslovakia for each month of the year 1929 (figures in metric tons): January, 15,089; February, 10,267; March, 11,449; April, 15,734; May, 13,230; June, 14,047; July, 16,272; August, 11,720; September, 9,898; October, 13,660; November, 15,800; and December, 16,637—a total of 163,803 metric tons.

FLOUR EXPORTS TO OTHER CENTRAL EUROPEAN COUNTRIES

The exports of Canadian wheat flour to the different countries under the jurisdiction of the Canadian Trade Commissioner at Hamburg can be summarized by the following table showing quantities and values of the exports of flour to those countries as given in the Canadian trade returns for the last two calendar years:—

Canadian Flour Exports

To	1928		1929	
	Quantity Barrels	Value \$	Quantity Barrels	Value \$
Germany	1,270,844	7,604,384	800,998	4,595,059
Czechoslovakia	129,036	734,723	56,207	309,168
Poland and Danzig	6,311	37,155	6,463	35,058
Austria	38,830	209,473	32,657	161,873
Estonia	24,264	136,438	4,730	28,085
Total	1,469,285	8,722,173	901,055	5,129,243

The decrease last year in the Canadian flour exports shown in the above table may be attributed to the unfavourable price situation prevailing during the latter part of the year.

It has already been explained that the bulk of the flour shown in the Canadian returns as having been exported to Germany was consumed in Czechoslovakia. A smaller proportion would also be consumed in Austria, which country also derives the greater part of its imports of Canadian flour through the port of Hamburg. It has been estimated that Austria in recent years has been consuming nearly 200,000 barrels of Canadian flour annually. It is also possible that small lots of Canadian flour shipped to Hamburg and from thence re-exported to Danzig, Poland, Scandinavia, or the Baltic States might also be included in the total exports of flour to Germany given in the above table.

GRAIN

EXPORTS OF CANADIAN GRAIN TO GERMANY

There was a marked falling off last year in the exports of Canadian grain to Germany. Lessened grain requirements due to the second successive good yield of domestic crops and the unfavourable price situation in the closing

months of the year were the chief factors contributing to this decrease. The Canadian trade statistics show a decline in the exports of all kinds of grain to Germany. The German trade returns, on the other hand, indicate a decrease in the imports from Canada of wheat, rye, and oats, but an increase in the imports of Canadian barley. The following table covers the German figures of the total imports and the imports from Canada of the chief kinds of grain for the last two years:—

German Grain Imports

	1928		1929	
	Total Imports	Imports from Canada In Metric Tons	Total Imports (2,204 pounds)	Imports from Canada
Wheat.. . . .	2,472,862	1,067,107	2,131,892	746,190
Rye.. . . .	338,705	133,311	144,467	17,100
Feeding barley.. . . .	1,706,845	237,879	1,572,239	452,578
Other barley.. . . .	222,655	1,515	192,533	101
Oats.. . . .	157,709	34,058	110,899	11,097

In addition to the above, there was also an import from Canada last year of 35 tons of buckwheat and 1,108 tons of Indian corn.

The above import of 746,190 metric tons of wheat from Canada last year is equivalent to 27,360,300 bushels. This is nearly three times the quantity of wheat given in the Canadian trade statistics as having been exported to Germany in 1929. The same applies to the respective figures for other grains. The above import of 17,100 metric tons of rye is equivalent to 671,786 bushels, that of 452,679 metric tons of barley to 20,747,579 bushels, and that of 11,097 metric tons of oats to 718,000 bushels. It is difficult to account for the great discrepancy between the two sets of statistics, even after allowing for the imports of Canadian grain into Germany through Rotterdam and other ports.

The following are the Canadian figures of the exports of grain to Germany in the last two calendar years:—

	1928		1929	
	Quantity Bushels	Value \$	Quantity Bushels	Value \$
Wheat.. . . .	14,918,625	19,536,579	9,489,806	11,222,316
Rye.. . . .	2,108,399	2,416,970	268,325	296,158
Barley.. . . .	4,788,925	4,113,969	3,975,759	3,270,675
Oats.. . . .	946,236	610,851	122,541	71,996

The Canadian statistics therefore show a total export of grain to Germany last year valued at \$14,861,145 as compared with \$26,678,369 in 1928, a decrease of nearly \$12,000,000. Grain last year accounted for nearly 46 per cent of the total value of the Canadian exports to Germany, while flour accounted for another 14 per cent.

CZECHOSLOVAK GRAIN IMPORTS

The principal grains imported by Czechoslovakia in large quantities are wheat and rye. The Czechoslovak trade statistics for 1929 show a total import of 63,250 metric tons of wheat and 12,342 metric tons of rye. Hungary appears as the chief source of supply for wheat with 42,449 tons, also supplying 1,277 tons of rye, while Germany accounted for 11,153 tons of wheat and 9,849 tons of rye. Yugoslavia supplied 7,885 tons of wheat. Imports from Hamburg, which would consist chiefly of Canadian and United States grain, amounted to 508 tons of wheat. There was also a direct import from Canada of 150 tons of wheat. In the previous year the imports from Hamburg consisted of 33,635 tons of wheat and 7,049 tons of rye, while there was a direct import from Canada of 2,148 tons of wheat and 1,183 tons of rye. Czechoslovak purchases of Canadian grain therefore showed a marked falling off in 1928 as compared with the previous year.

MARKET FOR DOWELS IN NORTH OF ENGLAND

HARRY A. SCOTT, CANADIAN TRADE COMMISSIONER

Liverpool, May 12, 1930.—There is a considerable demand in the North of England for wood dowels which are used mainly in the manufacture of various types of furniture. There is a small domestic production, but imports are by far the largest part of the trade. The State of Maine is one of the chief sources of supply for birch dowels. Dowels made from European birch are also exported to this market from several north European countries, including Sweden and Finland, and in recent years Russia. Beech dowels are imported from certain central European countries. Canadian exporters, on the whole, have found it difficult to compete with American birch for a number of years past. A limited trade, however, is done in Canadian maple dowels, at prices slightly higher than American birch, these restricting the outlet to a comparatively few channels requiring a high-class article. If prices could be reduced in either maple or birch, there is every reason to think that the present volume of business in Canadian dowels could be very substantially increased.

The United States is considered the most satisfactory source of supply for birch dowels, those from the State of Maine being superior to the European product, both in manufacture and quality of wood. The European wood being more brittle, consequently lacks the tensile strength of the American product, dowels from Maine commanding a price of around from 15 to 20 per cent over European birch. Beech dowels from Central Europe have been somewhat cheaper in the past than European birch, but recent improvement in manufacture in such countries as Czechoslovakia is said to be resulting in the price of beech coming more into line with birch. On the average, the difference has been around 5 per cent in favour of the latter type.

The diameters used are (in fractions of an inch) $\frac{3}{16}$, $\frac{1}{4}$, $\frac{5}{16}$, $\frac{3}{8}$, $\frac{7}{16}$, $\frac{1}{2}$, $\frac{9}{16}$, $\frac{5}{8}$, $\frac{11}{16}$, $\frac{3}{4}$, $\frac{7}{8}$, and in 1 inch, and the lengths are 12, 16, 18, 24, 30, 36, 42, 48, 54, 60, 66, and 72 inches. The most popular sizes, however, are $\frac{1}{4}$ -inch and $\frac{5}{16}$ -inch in 24-, 30-, and 36-inch lengths, and $\frac{3}{8}$ -, $\frac{7}{16}$ -, $\frac{1}{2}$ -, and $\frac{5}{8}$ -inch diameters in 30-, 36-, 42-, and 48-inch lengths. The $\frac{1}{4}$ -inch and $\frac{5}{16}$ -inch diameters are usually packed in bundles of 500; the $\frac{3}{8}$ -inch, $\frac{7}{16}$ -inch, and $\frac{1}{2}$ -inch in bundles of 200; and the $\frac{5}{8}$ -inch and $\frac{3}{4}$ -inch in bundles of 100. Bundles must be firmly tied with strong string or light rope to prevent warping.

To meet the requirements of this market, best-quality dowels must be made from dry, straight-grained wood, free from knots and all other defects.

Confidential information regarding current values is on file at the Department of Trade and Commerce, Ottawa, for the information of interested Canadian manufacturers, who are also invited to communicate with this office, forwarding full particulars along with samples.

MARKET FOR OVERALLS IN THE NORTH OF ENGLAND

GERALD A. NEWMAN, ASSISTANT TRADE COMMISSIONER

Liverpool, May 16, 1930.—The "American" type of blue denim overall with its white stitching, numerous pockets, and generous seams finds a considerable buying among sailors and ship workers in the North of England; and the demand is for the trouser-and-jacket style as opposed to the bib-and-brace or unionall designs. On the other hand, the average English artisan will not wear an "American" overall as he feels it makes him conspicuous in the streets when he goes to and from work, for overalls are not usually removed directly after work as is the practice in Canada and the United States. This is one of

the reasons why overalls made for this country are either dark blue or brown, and the stitching inconspicuous. Due to price considerations, the pockets and other features characteristic of American overalls are eliminated, but in both American- and English-style overalls sold in this country the cloth used is very heavy.

Although the business is largely in the hands of English manufacturers, a few denim garments are being imported from the United States. One London importer is stated to be buying considerable quantities of American overalls which are wholesaled at 3s. 6d. (85 cents) per jacket. Other United States manufacturers send the cloth over to their branches in this country and have it made up in styles suitable for the market. Besides the cloth produced in this country, English manufacturers frequently import blue jean and brown jean cloth from the Continent.

The general market for overalls is steadily expanding, and this is not so much the result of an increased demand by workers as because new classes have found them useful. (In the meat trade the use of overalls is now compulsory by law.) The bib-and-brace style has by far the largest sale, retailing at an average price of 7s. (\$1.70) to 8s. (\$1.94). Boiler suits are next in volume of consumption and are retailed at approximately 13s. (\$3.16). The trouser-and-jacket style has the smallest demand; jacket prices are around 5s. (\$1.21). These quotations are all for really serviceable garments.

Women's overalls, sleeveless type, are being made by a number of North of England factories and sold at as low as 1s. 6d. (36 cents) to 2s. (48 cents) apiece. The price is so low that some manufacturers refuse to touch the trade, affirming that it is impossible to realize a profit on garments which are sold at such figures.

This office is in touch with a large clothing importer and wholesale house who state that they would like to receive quotations, along with catalogues and samples of overalls manufactured by Canadian firms. Any interested companies are accordingly invited to communicate with the Canadian Trade Commissioner at Liverpool.

REVIEW OF AUSTRALIAN TRADE, 1928-29

D. H. ROSS, CANADIAN TRADE COMMISSIONER

II

Trade of Canada and Australia Compared

A comparison of the oversea trade of the Commonwealth with that of the Dominion in each instance for the year ended June 30, 1929, is submitted in the subjoined schedule:—

To June 30, 1929	Imports	Exports	Total Trade
Canada	\$1,297,984,453	\$1,390,107,118	\$2,688,091,571
Australia	698,128,702	703,973,197	1,402,101,899

(Australian figures converted at \$4.86 to the £)

CANADIAN TRADE WITH AUSTRALIA

The value of goods the produce or manufacture of Canada imported into Australia during the fiscal year 1928-29 is given at £4,871,643 or \$23,676,185, showing an increase in comparison with the previous year of £1,593,347 or \$5,743,666.

Australian exports to Canada in 1928-29 were valued at £813,992 or \$3,956,001, indicating a decrease of £42,775 or \$207,886 in comparison with the previous year.

The figures in relation to Australian imports of goods of Canadian origin and the Australian exports to Canada in the last two fiscal years are shown thus:—

Australian Trade	Imports from Canada	Exports to Canada	Total Trade
1927-28	£3,278,296	£856,767	£4,135,063
1928-29	4,871,643	813,992	5,685,635

AUSTRALIAN IMPORTS FROM CANADA, 1927-28 AND 1928-29

The appended comparative statement of Australian imports from Canada during the fiscal years under review is submitted for the information of Canadian manufacturers and exporters:—

	1927-28	1928-29
Fish—		
Frozen and smoked	£ 3,507	£ 2,372
Preserved in tins	408,207	487,539
Other	2,595	886
Articles		
Sausage casings	171	400
Other animal foodstuffs	833	758
Foodstuffs of vegetable origin	9,938	14,021
Spirituous and alcoholic liquors	857	770
Fibres	8,987	2,536
Wood pulp . . . . .	.....	1,034
Other vegetable substances	3,330	1,761
Boots and shoes, rubber, etc.	42,829	35,247
Corsets	7,839	5,101
Gloves	55,919	40,648
Socks and stockings	676	3,841
Other apparel and attire	8,878	7,170
Piece goods	17,040	9,763
Sewing silks, etc.	141	58
Other textiles	3,849	9,004
Reaper and binder twines and yarns	52,092	.....
Other yarns and manufactured fibres	1,534	9
Oils, fats and waxes	235	800
Paints and varnishes	6,928	1,580
Machinery—		
Electrical	59,542	66,832
Agricultural	308,564	311,732
Motive power	59,952	74,557
Spark plugs imported separately	16,242	.....
Machinery, other	37,007	24,335
Iron and steel bars, etc.	715	69
Pipes and tubes	38,600	86,256
Wire	14,545	15,643
Lamps and lampware	5,937	25,097
Motor car bodies	1,799	198,632
Chassis and chassis parts	264,520	1,674,880
Other vehicles and parts	61,800	158,556
Other metal manufactures	114,355	152,724
Rubber, and manufactures of	156,003	41,452
Leather, and manufactures of	4,178	3,210
Furniture	2,784	4,388
Timber—		
Dressed	102,124	105,037
Undressed	245,432	77,539
Wood and wicker manufactures	4,963	3,491
Earthenware, china, glass, etc.	3,967	4,789
Paper—		
Printing	909,930	955,207
Wrapping	25,906	26,858
Writing and typewriting	17,693	27,463
Other	12,987	13,264
Wallpapers, etc.	13,317	15,170
Other stationery and paper manufactures	8,349	6,734
Jewellery and fancy goods	4,144	5,368
Surgical and scientific instruments	5,275	17,299
Calcium carbide	6,085	7,869
Cyanides of potassium and sodium	5,935	8,199
Medicines, proprietary	1,374	3,066
Other drugs, etc.	8,659	10,604
Arms and explosives	52	36
Musical instruments and parts	47,902	38,842
All other articles	71,274	81,147
Total imports from Canada	£3,278,296	£4,871,643

AUSTRALIAN EXPORTS TO CANADA, 1927-28 AND 1928-29

The accompanying schedule outlines that the principal items in Australian exports to Canada are composed of primary products. Substantial increases in exports of raisins and currants are attributable to the Canadian preference on these dried fruits. The figures submitted explain themselves and require no special comment.

	1927-28	1928-29
Butter	£ 43,278	£ 27,435
Mutton and lamb	25,523	105,581
Sausage casings	1,112	139
Meats, other	3,458	6,262
Beef, frozen . . . . .	.....	40,111
Other foodstuffs of animal origin	2	39
Fruits—		
Dried	160,880	210,664
Fresh	1,184	2,584
Sugar	320,067	132,451
Other foodstuffs, vegetable origin	12,517	42,788
Spirituuous and alcoholic liquors	4,085	3,295
Gelatine and glue	25,537	20,994
Hides and skins—		
Cattle	117,195	47,214
Rabbit and hare	289	3,328
Other	1,824	4,963
Wool—		
Greasy	18,087	20,324
Scoured and washed	4,800	30,323
Tops	56,250	63,279
Apparel, textiles, yarns, etc.	658	1,132
Timber, undressed	4,338	6,544
Tallow, unrefined	14,096	23,566
All other articles	41,587	20,976
Total exports to Canada	£856,767	£813,992

COMPARATIVE FIGURES, CANADIAN-AUSTRALIAN TRADE AGREEMENT

The Canadian-Australian Trade Agreement, which became operative on October 1, 1925, has suggested the compilation of the appended comparative return. The figures are obviously only upon the agreement items for the fiscal years 1927-28 and 1928-29:—

Exports from Canada to Australia

	1927-28		1928-29	
Fish—	Quantity	Value	Quantity	Value
In tins lbs.	8,782,607	£ 408,207	11,571,023	£ 487,289
Fresh lbs.	108,129	3,507	72,546	2,372
Smoked or dried lbs.	4,657	200	5,906	250
N.e.i. cwt.	569	2,363	219	886
Gloves, textile . . . . .	.....	55,617	.....	40,403
Typewriters . . . . .	.....	1,043	.....	77
Newsprint tons	47,751	900,155	54,048	943,791
Printing paper, n.e.i. tons	492	9,775	436	11,416
Writing and typewriting paper . . . . .	.....	17,693	.....	27,463
Corsets . . . . .	.....	7,839	.....	5,101
Iron and steel tubes cwt.	32,332	35,148	81,724	82,847
Rubber footwear pairs	155,422	32,909	82,544	18,568
Motor car chassis No.	2,834	262,956	23,122	1,674,880
Vehicle parts . . . . .	.....	40,454	.....	134,874
	£1,777,866		£3,430,217	

Exports from Australia to Canada

	1927-28		1928-29	
Total	Quantity	Value	Quantity	Value
Beef lbs.	.....	£ 611,933	.....	£ 614,514
Mutton lbs.	.....	.....	1,882,886	£ 40,111
Lamb lbs.	273,561	£ 5,938	904,052	19,710
Rabbits pair	615,417	19,585	2,726,971	85,871
Meats, other lbs.	15,390	1,412	9,600	1,046
Meats, canned lbs.	15,729	428	58,151	2,115
	41,142	1,618	88,220	3,101

Exports from Australia to Canada—Concluded

	1927-28		1928-29	
	Quantity	Value	Quantity	Value
Tallow	cwt. 10,770	14,096	14,768	23,566
Butter	lbs. 591,900	43,278	336,446	27,435
Onions	cwt. 6,175	5,265	10,205	7,847
Fruit, fresh	lbs. 45,900	1,184	171,800	2,711
Fruit, dried—				
Raisin	lbs. 2,885,230	66,445	4,832,682	87,564
Currants	lbs. 4,392,206	94,429	5,591,356	120,277
Fruits, canned	lbs. 349,335	7,039	1,759,203	34,711
Sugar	cwt. 246,206	320,067	102,650	132,451
Gelatine and glue . . . . .	.....	25,537	.....	20,994
Fruit pulp	lbs. ....	.....	560	19
Eucalyptus oil	gal. 1,616	1,565	2,202	1,841
Wines	gal. 11,621	4,047	9,477	3,144

BENEFITS UNDER CANADIAN-AUSTRALIAN TRADE AGREEMENT

From the Australian trade returns the appended schedule has been computed to indicate the benefits derived by Canada and Australia in the fiscal year of 1928-29:—

Canadian Exports to Australia, 1928-29

Items—	Quantities or Values	Amount of Preference	Total Preference
Fish—			
In tins	11,571,023 lbs.	@ 1½d.	£ 72,319 = \$351,470 34
Fresh	72,546 lbs.	@ ½d.	151 = 733 86
Smoked or dried	5,906 lbs.	@ ½d.	12 = 58 32
N.e.i.	219 cwt.	@ 1s.	11 = 53 46
Gloves, textile	£40,403	@ 25%	10,101 = 49,090 86
Typewriters	£ 77	@ 10%	8 = 38 88
Newsprint	54,048 ton	@ £3	162,144 = 788,019 84
Printing paper, n.e.i.	436 ton	@ £3	1,308 = 6,356 88
Writing and typewriting paper	£27,463	@ 10%	2,746 = 13,345 56
Corsets	£ 5,101	@ 5%	255 = 1,239 30
Iron and steel tubes	£82,847	@ 5%	4,122 = 20,032 92
Rubber footwear	82,544 pairs	@ 3d.	1,032 = 5,012 52
Motor car chassis	£1,674,880	@ 5%	83,744 = 406,995 84
Vehicle parts	£ 134,874	@ 5%	6,744 = 32,775 84

Australian concessions to Canada, £344,697=\$1,675,224.42.

Australian Exports to Canada, 1928-29

Items—	Quantities or Values	Amount of Preference	Total Preference
Meats—			
Beef	1,882,886 lbs.	@ 1½d.	£ 9,806 = \$ 47,657 16
Mutton	904,052 lbs.	@ 1½d.	4,709 = 22,885 74
Lamb	2,726,971 lbs.	@ 1½d.	14,203 = 69,026 58
Meats, canned	£3,101	@ 12½%	775 = 3,766 50
Tallow	£23,566	@ 10%	2,357 = 11,455 02
Butter	336,446 lbs.	@ 1½d.	2,103 = 10,220 58
Onions	£8,847	@ 30%	2,654 = 12,898 44
Fruits, dried—			
Raisins	4,832,682 lbs.	@ 1½d.	30,204 = 146,791 44
Currants	5,591,356 lbs.	@ 1½d.	34,946 = 169,837 56
Fruits, canned	1,759,203 lbs.	@ 1d.	7,330 = 35,623 80
Sugar	5,133 ton	@ £5 12s.	28,745 = 139,700 70
Gelatine and glue	£20,994	@ 15%	3,149 = 15,304 14
Fruit pulp	560 lbs.	@ 2d.	5 = 24 30
Eucalyptus oil	£1,841	@ 7½%	138 = 670 68
Wines	£3,144	@ 30%	943 = 4,582 98

Canadian concessions to Australia, £142,067=\$690,445.62.

Australian Trade with the United States, 1927-28 and 1928-29

As outlined in previous reviews of the annual trade of the Commonwealth, importations into Australia from the United States are to a considerable extent analogous to importations from Canada, though some commodities which figure largely in United States exports have not yet entered into Canadian exports. Prominent items in Australian imports from the United States (as against which there is little or no Canadian competition) are lubricating and petroleum oils (£5,622,531); tobacco (£1,963,093); tractors (£358,973); telephones and switchboards (£932,476); cotton and linen piece goods (£512,454); silk piece goods (£209,850); other piece goods (£325,953); yarns (£347,769); textile-making machinery (£203,140); and optical, surgical, and scientific instruments (£587,761).

Branch offices and sample rooms—maintained in the principal Australian importing centres by New York commission houses over a long period of years—have been, and continue to be, an important factor in obtaining for United States manufacturers and producers about 25 per cent of the total importations into Australia. Numbers of manufacturers' agents resident in Australia hold important agencies for leading manufacturers in the United States (this also applies to representatives of some Canadian manufacturers). Some large industrial plants in the United States have their own direct travelling representatives calling upon importers at regular intervals.

The appended schedule gives a summary of the values of the imports and the total trade during the last two fiscal years:—

	1927-28	1928-29	Inc. or Dec.
Australian imports from United States.. . . .	£35,005,736	£35,308,345	+£ 302,609
Australian exports to United States.. . . .	8,954,823x	5,831,794	— 3,123,029
Total trade.. . . .	£43,960,559	£41,140,139	—£2,820,420
(x includes £2,001,257 gold specie)			

Decrease of imports from the United States 1927-28 from 1926-27, £6,388,541. Increase of imports from the United States 1928-29 over 1927-28, £302,609.

IMPORTS FROM THE UNITED STATES INTO AUSTRALIA

The following table gives the general classification and value of merchandise of United States origin imported into the Commonwealth in 1927-28 and 1928-29:—

Articles	1927-28	1928-29
Foodstuffs of animal origin.. . . .	£ 125,711	£ 233,218
Foodstuffs of vegetable origin.. . . .	335,746	306,157
Spirituous and alcoholic liquors.. . . .	85	67
Tobacco and preparations thereof.. . . .	2,230,324	1,963,093
Live animals.. . . .	2,760	3,869
Animal substances, not foodstuffs.. . . .	68,104	68,563
Vegetable substances and fibres.. . . .	201,268	128,268
Apparel, textiles, footwear, etc..	2,430,423	2,727,318
Oils, fats and waxes.. . . .	5,672,174	5,767,724
Paints and varnishes.. . . .	206,900	248,383
Stones and minerals, ores, etc..	207,550	253,303
Metal manufactures and machinery.. . . .	15,235,446	16,472,338*
Rubber and leather and manufactures.. . . .	938,476	633,750
Wood, raw and manufactures.. . . .	3,237,501	2,607,274
Earthenware, china, glass, etc..	172,230	170,096
Paper and stationery.. . . .	679,462	744,437
Jewellery and fancy goods.. . . .	247,725	234,998
Surgical and scientific instruments.. . . .	608,056	587,761
Drugs, chemicals, fertilizers, etc..	940,899	933,344
Miscellaneous.. . . .	1,170,538	967,716
Gold and silver specie.. . . .	523	1,004

Total imports from United States.. . . . £35,005,736 £35,308,345
(* includes motor car bodies and chassis £7,172,760.)

EXPORTS FROM AUSTRALIA TO THE UNITED STATES

Particulars of Australian exports to the United States in 1928-29, compared with 1927-28, are shown in the appended table:—

Articles	1927-28	1928-29
Foodstuffs of animal origin.. . . .	£ 387,266	£ 384,801
Foodstuffs of vegetable origin.. . . .	857	8,250
Animal substances—hides, wool, pearl shell, etc.	6,016,096	4,667,785
Vegetable substances and fibres.. . . .	44,258	166,481
Apparel, textiles, etc..	20,251	16,854
Oils, fats and waxes.. . . .	51,141	82,117
Stones and minerals, ores, etc..	27,116	45,579
Metal manufactures and machinery.. . . .	269,606	226,860
Rubber and leather and manufactures.. . . .	20,994	24,358
Wood, raw and manufactures.. . . .	32,902	107,368
Paper and stationery.. . . .	18,022	14,267
Jewellery and fancy goods.. . . .	3,183	2,179
Surgical and scientific instruments.. . . .	13,873	8,506
Drugs, chemicals, fertilizers, etc..	28,004	39,963
Miscellaneous.. . . .	19,997	36,426
Gold and silver specie.. . . .	2,001,257	..
Total exports Australian origin.. . . .	£8,796,217	£5,536,541
Total exports of other produce.. . . .	158,606	295,253
Grand total.. . . .	£8,954,823	£5,831,794

COMMERCIAL NOTES FROM NEW SOUTH WALES

B. MILLIN, COMMERCIAL AGENT

Royal Agricultural Society's Show at Sydney

Sydney, May 1, 1930.—The advent of Easter each year sees the holding of this great show at its grounds at Sydney, now covering an area of 70 acres.

Next to Toronto Exhibition, it is admitted to be the greatest show of its kind in the world. It was established in 1822. The objects of the society are to promote the development of the agricultural, pastoral, viticultural, horticultural, mineral and industrial resources of Australia.

The society makes a special feature at its exhibitions of including live stock, preserved and fresh fruits, butter and cheese suitable for export overseas, its aim being to educate the producers in standardizing their products with a view to meeting the market demands of overseas countries. In the face of the financial and industrial depression, the show was wonderfully successful, the attendance equalling that of last year, 750,000. The surprising feature was the substantial general increase in exhibits. Indeed, the growing congestion at the showground has become the major problem confronting the society, which is endeavouring to add to the area already in its possession.

Australian Citrus Fruits

This season, due to a very bountiful crop of citrus fruits, endeavours are being made to dispose of a portion of the surplus to Canada. Australia grows citrus fruits in all her States but one, and the climatic conditions and soil are particularly suited for the production of products of remarkable flavour and second to none in the world. That this quality is much appreciated by Australians at least is indicated by the fact that per capita the consumption by the population of the Commonwealth is 23 pounds per annum. Until recent years quite a large proportion of the fruit was not of a very good quality, but growers, finding little demand for the poor grade, have cut out the trees and

substituted a better class. Navels and Valencias are principally grown, the latter coming to maturity late in the season. To-day the production of citrus fruits is increasing rapidly, and a substantial surplus at reasonable prices is indicated for this and future years.

Hitherto, due to a lack of packing facilities, an export pack suited to the world's markets—so accustomed to that of California—has not been available. To-day, however, the position has materially changed. Large co-operative concerns in the principal citrus-growing districts of New South Wales and Victoria—the principal producing states—have built up-to-date packing houses equipped with all necessary machinery such as graders, washers, and cleaners. Their executives have visited California with a view to obtaining information on every detail of orange packing, and are now ready and able to compete with California. This year the co-operative companies propose, through the agency of the New South Wales Wholesale Fruit Distributors Association Ltd., 661 George street, Sydney, to make their first real attempt to show Canadians that they can at least obtain part of their citrus requirements from Australia, and some large shipments of Navels and late Valencias will be made during the months from June to October. The pack and general get-up will be in a line with that of California. British Columbia hemlock will be used for all cases. Should these shipments prove acceptable to the Canadian public, another outlet for Australian produce will have been found, which, in its turn, should have the effect of stimulating a flow of trade in the opposite direction. Freight rates for fresh fruits carried in the refrigerated chamber from Sydney to Vancouver have recently been reduced from £8 to £5 per ton of 40 cubic feet, and this should materially assist in placing the fruit on the Canadian market at reasonable rates.

Sydney Wool Sales

The series of wool sales which began this week is an important one. It covers a period of five weeks, during which an offering of 171,000 bales will be made, and should clearances come up to anticipations the back of the selling season will be broken. Following this comes a recess for a fortnight's selling in Brisbane, after which Sydney enters on what is hoped to be the final series, from June 16 to July 2. The quantity of wool received into Australian stores for the nine months ending March 31 was 2,402,284 bales, being 4 per cent less than for the same period last season.

The price of wool commenced to drop sharply in March, 1929, and for the season to a recent date the average price was 11½d. as against 17½d. for the corresponding period of last year. After this steady decline in prices over such a long period, growers were naturally pleased that a marked increase in values was shown at this week's sales. The market was fully 10 per cent above the closing rates of the last Sydney series, and in some instances a shade more. The selection included many attractive lines, and a special feature of the sale was the keen nature of the French competition for the finer descriptions of wool. Germany and Yorkshire also bought freely, and Japan supported the market when suitable lines were available. Greasy merino fleece sold up to 24d. per pound.

Japanese support has been very material in recent years. In 1890 their total purchases were only 200 bales; in 1906, 22,214; in 1914, 68,192; in 1922, 106,000; in 1927, 216,109; and in 1928, 208,882 bales; and so far this season, 174,391 bales.

FINANCES OF NEW ZEALAND

H. L. E. PRIESTMAN, ASSISTANT TRADE COMMISSIONER

Auckland, May 5, 1930.—An official statement regarding the financial position of New Zealand was made in the newspapers on April 26 by the Prime Minister (Right Hon. Sir Joseph Ward).

£150,000 SURPLUS INDICATED IN PRELIMINARY FIGURES

Dealing with the results of the past financial year, it is stated that the returns are not yet absolutely complete, and the accounts are all subject to audit, but the preliminary figures indicate that the year closed on March 31, 1930, with a surplus of approximately £150,000.

ESTIMATES AND RESULTS

Revenue amounted to approximately £25,350,000, which is about £180,000 in excess of the budget estimate. Customs revenue exceeded expectations by £508,000. Income tax exceeded the estimate by £130,000 and land tax by about £10,000.

Petrol tax and other revenue earmarked for highways showed an increase of some £70,000 over estimate, which, however, is offset by an equivalent additional amount transferred to highways account or distributed to local authorities.

Expenditure amounted to about £25,200,000, including £17,230,000 under permanent appropriations and £7,970,000 under annual votes. Permanent appropriations include interest and debt repayment, pensions, subsidies to hospital boards and to local bodies, and other permanent items payable under various Acts of Parliament. Debt charges absorbed £10,695,000, and other payments under acts were £6,535,000. Details are not yet available, and will not be analysed until the budget is brought down.

Savings in departmental expenditure were reduced by rigorous control by about £220,000.

EXTERNAL TRADE

As shown by the trade returns and the banking statistics, the year's exports were scarcely sufficient to pay for the imports, but during the two previous financial years there was an excess of exports amounting to approximately £22,500,000, so that over the three-year period the trade balance is satisfactory.

TAXATION ON RURAL LAND

A source of revenue was the special land tax on large rural estates with an unimproved value of over £14,000, and a tax on large farming incomes, but the latter was subject to a set-off of the amount paid in land tax. The special land tax was subject to appeal to a "hardship commission," and after deducting remissions of nearly £100,000, the special land tax brought in about £250,000.

DEFENCE

As a measure of curtailment of expenditure with a view to ensuring the financial year closing satisfactorily, it was decided to suspend all territorial camps pending careful consideration of the whole system of land defence.

Increased subsidies to the State Superannuation Funds to adjust their financial status to an actuarial basis amounted to £175,000, while an improved scale of remuneration for lower-paid post and telegraph employees was adopted.

STATE OF THE PUBLIC DEBT

The public debt on March 31 amounted to about £267,380,000 (provisional figures), an increase of £3,190,000 for the year. The unusually small increase was due to £5,380,000 of new loans raised in the previous financial year (being part of the £7,000,000 London loan raised in January, 1929) being really part of this 1929-30 year's finance. New loan moneys received during 1929-30 totalled approximately £5,700,000, including £1,620,000 in London—being the last instalment of the £7,000,000 loan of January, 1929—and £4,080,000 obtained from local issues. Partial set off against these new issues arises from debt redemptions during the year of some £2,510,000, leaving the aforementioned net increase at £3,190,000. Some £406,000 of the debt redemptions represented funded debt payments to the British Government, and £1,160,000 the operations under the statutory debt repayment scheme, while £260,000 came from reparations and the balance from other accounts.

BANK CONVERSION OPERATIONS

The most important debt operation was the arrangements made for dealing with the balance of the 4 per cent New Zealand consolidated stock, which was due on November 1, 1929. On April 1 there was still £11,274,000 of this stock in the hands of the public. A further conversion offer to convert up to £5,000,000 was made in September, which was underwritten and taken up by the holders to the extent of £3,628,000. The remaining £6,274,000 of the 1929 stock was either purchased before maturity or repaid at maturity.

The necessary funds were provided from New Zealand, £672,000 being provided out of debt repayment moneys and the balance from the proceeds of local issues in redemption.

This conversion operation of £29,490,000 of 4 per cent stock was the largest and most important financial operation in the history of New Zealand, and was carried out in the face of adverse conditions on the London money market. The transaction resulted in approximately £1,170,000 of the debt being repaid, and in about £6,000,000 of the debt being transferred from London to New Zealand, which fact is of considerable significance economically.

INTEREST RATES DOMESTIC LOAN

The rates at which local issues were made were $5\frac{1}{2}$ per cent until January 9, 1930, when it was considered desirable to increase the rate to $5\frac{1}{2}$ per cent because of the high rates offering in Australia and the relative scarcity of capital, as well as the large sums required for the redemption of the 4 per cent consolidated stock.

LOCAL CONVERSION OFFER

Loans falling due in New Zealand during the current financial year include the following amounts held by the public:—

£1,041,680	bearing interest at $5\frac{1}{2}$ per cent due July 1.
326,900	bearing interest at 5 per cent due July 15.
4,887,840	bearing interest at $4\frac{1}{2}$ per cent due Sept. 1.

Holders of the first two loans will be offered a renewal issue maturing February 15, 1937, with interest at $5\frac{1}{2}$ per cent, payable on August 15 and February 15. The terms to be offered to holders of the third loan of £4,887,000 will be announced later.

STATE ADVANCES SCHEME

From December 10, 1928, to March 31, 1930, 11,800 applications for loans totalling £13,350,000 were received. Loans authorized in this period totalled some £9,540,000, including £5,195,000 to 4,336 settlers and £4,345,000 to 5,170

workers. Actual loans paid over to applicants amounted to £8,070,000, of which £6,920,000 was during the last financial year, constituting a record for the office.

(These advances are for land settlement and housing schemes chiefly, and the totals outstanding as at March 31, 1929, were, apart from rural advances, rural intermediate credit, and advances to local authorities and similar schemes:

	Number	Amount
Advances to settlers.. . . .	25,268	£16,742,324
Advances to workers	20,420	11,436,990

Repayment is made in amortization instalments at relatively easy rates of interest.)

UNEMPLOYMENT

Pending the stimulation and expansion of industries, unemployment relief work has been afforded through Government Labour Bureaux, in the period December 10, 1928, to March 31, 1930, as under:—

Total men provided with employment.. . . .	26,635
Number placed on Government works.. . . .	16,380
Number placed with local bodies.. . . .	6,109
Number placed with private employers	4,146

Some 3,700 men have refused the Government work offered to them, while 9,735 have left Government relief works of their own accord.

Expenditure on relief works during the last financial year was £1,300,000, including £900,000 expended by the Public Works Department, principally on roads and highways, £200,000 by the State Forest Service on afforestation, £180,000 by the Railway Department, and about £20,000 by the Lands Department. Additional subsidies to local bodies for relief works were £112,500, bringing the State's contribution towards unemployment relief up to £1,412,500.

Definite proposals arising out of investigations by the Government and the Unemployment Committee are to be submitted for consideration by Parliament next session.

COMPARISON OF THE BUDGET WITH RESULTS

Revenue for 1929-30 increased by £1,750,000 over 1928-29 as against budget estimate of £1,572,000.

Expenditure increased by £1,023,000 as against the forecast of £1,036,000.

The budget figures were, however, substantially affected by the legislation regarding the railways, which are Government-owned. It authorized a reduction in the capital liability of £8,100,000, and provided that no subsidy for branch lines be paid after March 31, 1929. This amounted to £498,936 in 1928-29, and £498,000 was provided in the budget estimates.

An adjustment of the accounts for 1928-29 has been made below, in view of the above changes, to allow a comparison to be made. In the following summary the revenue from the railways is shown separately, the figures for 1928-29 representing the excess of interest received, £2,331,335, over the subsidy £498,936, while that for 1929-30 is obtained from the statement that it was £310,000 less than the budget estimate. The amount of the subsidy is also deducted from 1928-29 total of payments under special Acts.

The accounts for the two years thus appear as follows:—

	1928-29	1929-30	Increase
Ordinary revenue	£21,268,000	£23,210,000	£1,942,000
Railways, net	1,832,000	2,140,000	308,000
	£23,100,000	£25,350,000	£2,250,000
Debt charges.. . . .	£10,111,000	£10,695,000	£ 584,000
Special acts	5,635,000	6,535,000	900,000
Annual.. . . .	7,932,000	7,970,000	38,000
	£23,678,000	£25,200,000	£1,522,000

The debt charges in the last year included £1,566,000 from ordinary revenue for the redemption of debt, as against £1,433,000 in 1928-29. Interest payments were £9,126,000 against £8,675,000, an increase of £451,000. Moreover, the previous year's total included £156,000, a non-recurrent charge involved by the alteration in the interest rate of debt converted in January. Consequently the ordinary charge for interest last year was £607,000 more than in 1928-29.

PRIMAGE DUTY

The primage duty on imports was increased from 1 to 2 per cent, and it is stated that primage is a purely revenue duty imposed on practically all imports whether dutiable or not, to spread the additional burden equally over the whole community. The empowering legislation contained a proviso for automatically lifting the extra 1 per cent on foodstuffs and manures on March 31, 1930, and accordingly such goods are now subject to the normal 1 per cent primage only.

In regard to the additional primage on other classes of goods, it is prescribed in the Customs Amendment Act, 1929, that this may be terminated at any time now by Order in Council. It is not usual, however, between Parliamentary sessions to make any forecast as to what may be done regarding customs taxation, and it is stated that the matter will be dealt with when the whole of the financial proposals for the current year are finally under review.

NEW FINANCING

Since the above pronouncements, the usual loan arrangements in London have been effected for the current year, by the underwriting of £5,500,000 5 per cent stock redeemable in 1949 at an issue price of 99, part of which is required to meet maturing short-term debt in the shape of Treasury bills, issued in London on account of exchange difficulties hindering remittance of cash from New Zealand, which is at present invested in New Zealand on fixed deposit.

The loan is being raised for carrying on the public works program of the Government, and it will be applied to that purpose within the current financial year.

LONDON'S RECEPTION OF PREVIOUS LOANS

The following is a summary of New Zealand loans issued in London in recent years, excluding conversion loans, of the net yield to the investor, including redemption of the discount at the end of the respective loan periods:—

	Amount £	Rate Per Cent	Issue Price	Net Yield £ s. d.
1923	4,000,000	4	92	4 12 6
1924	5,000,000	4½	95	4 18 1
1925	7,000,000	4½	94½	4 18 10
1926	6,000,000	5	98½	5 2 6
1927	6,000,000	5	99½	5 0 10
1928	5,000,000	4½	94½	4 19 2
1929	7,000,000	4½	95	4 16 5
1930	5,500,000	5	99	5 1 8

The 1929 loan was fully subscribed, large subscribers receiving 86 per cent of their applications.

BANKING AND EXCHANGE

The statement issued by the Prime Minister refers to the published banking figures showing an excess of deposits of only £355,000 for the March quarter of 1930, as against £8,985,000 for the corresponding quarter in the previous year, which is ascribed to a slight fall in deposits and a considerable increase in advances. He states that "the exceptional conditions ruling outside New Zealand have given rise to high rates of exchange, which rates are by no means a true indication of the present financial position. In fact, the present position is quite a sound one, and, but for outside influences, would have been regarded as quite normal."

CANADA-UNITED STATES-WEST INDIES EXCHANGE RATES

R. T. YOUNG, CANADIAN TRADE COMMISSIONER

Port of Spain, May 20, 1930.—The question of exchange as charged on Canadian and United States funds by the Canadian banks in certain British colonies of the West Indies and in British Guiana has been a source of some irritation to Canadian and other visitors to the islands. In many cases the impression seems to prevail that the banks are overcharging those who find it necessary to exchange funds, but an explanation of the situation may perhaps make matters clear.

The dollar as used in certain British colonies of the West Indies is not one of 100 cents to the dollar, but one in which one dollar equals 100 halfpennies, thus making the pound sterling equal to \$4.80. In other words, the par value of the pound sterling in the following British colonies is £1 = \$4.80, whereas the London-New York par is £1 = \$4.86½. The colonies referred to are:—

British Guiana	Montserrat	St. Vincent
Barbados	St. Kitts	St. Lucia
Dominica	Trinidad and Tobago	Nevis
Antigua	Grenada	Virgin Islands

It is not the object of this report to enter into an explanation of the technique of this particular phase of foreign exchange, but rather to make clear, as concisely as possible, the factor governing it.

The rate of exchange in the colonies mentioned is based on the London-New York rate for sterling, which is received by daily cable, so that should the above rate on a particular day be cabled, for example, to be \$4.85 to the pound sterling, taking into consideration that the pound in these areas is worth only \$4.80, there is a discount of 5 cents or 1.03 per cent. This rate is known to the bankers as the middle rate, to which they add or deduct their fixed charges for buying and selling.

FINANCIAL STATUS OF BRITISH GUIANA

R. T. YOUNG, CANADIAN TRADE COMMISSIONER

Port of Spain, Trinidad, May 15, 1930.—The Colonial Treasurer of British Guiana gives a depressing account of the finances of the colony. During the past decade Government expenditure has been consistently in excess of revenue, and under existing circumstances the result for 1930 will inevitably be the same. From and including the year 1926, revenue has been continuously supplemented by the absorption of the balances at the credit of various separate funds to the extent of \$1,570,000 as an offset to the annually recurring deficits, the consequence of which is that at the present time Government reserve funds have entirely vanished.

The economic depression which has prevailed in the colony for a number of years does not show any signs of abatement, and there is thus no possibility of an increase in revenue. Furthermore, the Colonial Treasurer points out that it is no longer feasible to make drastic or even appreciable reductions in Government expenditure.

The ordinary revenue collected during the year 1929 was \$5,137,150, which was short of the original estimate by \$362,883. Expenditure has been restricted wherever possible, but ordinary expenditure has exceeded ordinary revenue by \$215,806.

The economic depression already referred to has strangled trade and business activity to such an extent that any recovery will be a slow process. Business houses have been forced to adopt a very conservative policy in the matter

of purchases and personnel, so that nothing but an assured and substantial revival of trade will tempt them to extend in the matter of their purchases. Consequently, it must be assumed that the colony's revenue—which is derived mainly from import duties, excise, and licences—will not reflect a trade revival until an appreciable time after it occurs.

Estimated ordinary revenue for 1930 has been placed at \$4,996,655, while estimated ordinary expenditure at \$5,365,339 will leave a deficit of \$368,684. It is reported that up to the end of February the receipts under customs and excise alone show a shortage of \$19,000.

TRINIDAD PROVISION MARKET CONDITIONS

R. T. YOUNG, CANADIAN TRADE COMMISSIONER

Port of Spain, May 16, 1930.—Business continues dull on all lines, merchants refusing to commit themselves for future deliveries until such time as the markets for local products improve. At present all lines are well stocked, with the result that prices are weak.

Flour prices are somewhat easier than a month ago, and as a result of the levels at which it is possible to buy bakers' and good quality extras, there is but little demand for supers. Due to recent c.i.f. quotations from Canada, the market is reported to display a weak undertone. Bakers' per bag is quoted at from \$7.40 to \$7.50; extras, from \$5.75 to \$6.75; and supers, \$6.

The market for pickled beef and pork continues steady; only a small amount of business has been transacted in these commodities during the past month. Quotations for extra family beef per barrel are from \$26 to \$26.58.

New heavy arrivals of butter are reported, but dealers, in expectation of new season prices, have begun to move stocks at reduced rates. Supplies on hand are reported to be still plentiful, and while some business has been transacted for future deliveries, the general opinion is that lower prices are to be looked for in the near future. French butter per case of 100 pounds is offered at from \$29 to \$30.

In fishstuffs, as the result of the market being well stocked with heavy consignments brought in during the Lenten season and which remain unsold, prices are weak, and have dropped slightly from the previous month. Large Nova Scotia cod is quoted at from \$43 to \$44 per cask of 448 pounds net.

Potatoes are plentiful, supplies coming from the United Kingdom; prices remain stationary. Quotations per 100 pounds are from \$2.50 to \$2.75.

Large quantities of lumber, Canadian and American, are on hand, but prices remain steady. Nova Scotia white pine is selling for from \$70 to \$80 per 1,000 feet; spruce at from \$70 to \$75.

FINANCIAL AND ECONOMIC CONDITIONS IN ST. LUCIA

R. T. YOUNG, CANADIAN TRADE COMMISSIONER

Port of Spain, May 19, 1930.—The public debt of the colony of St. Lucia on January 1, 1929, amounted to £136,785; at the close of the year it was £131,321. The accumulated deficit at December 31, 1928, was £14,731, while it was estimated that during the year the revenue would amount to £79,924, exclusive of any grant in aid from the Imperial Government, and that expenditure would total £87,045, thus anticipating a deficit on the year's working of £7,121. Actual revenue for the year amounted to £80,139, expenditure to £86,434, and grant in aid £3,000. The gross deficit at December 31, 1929, thus amounted to £18,025. It will be realized that in a colony where sources of

revenue are small and limited, the financial situation is a cause of anxiety, particularly in view of the present depression hanging over all these colonies. Early in the year a committee was appointed to inquire generally into the revenue and expenditure of the island, the outstanding feature of their report being that after careful investigation they were unable to propose any substantial reduction in expenditure, and the only solution of the financial problem was increased revenue.

In accordance with specific instructions from the Secretary of State for the Colonies, the customs tariff was increased to produce an additional sum of £2,000 in the year 1929, and while this extra sum was realized, it is considered doubtful whether further increases can be found from this source.

Dealing with the 1930 estimates which have already been placed before the Legislative Council, the estimated ordinary revenue is placed at £79,164, while expenditure will amount to £84,941, thus showing a deficit of £5,777, which it is expected will be met by a grant from the Imperial Government.

Although oil has replaced coal to a large extent as fuel in many ocean vessels, St. Lucia still remains a coaling depot of some importance. In 1929 no less than 43,047 tons valued at £60,138 were exported.

AGRICULTURAL CONDITIONS

Sugar-cane cultivation is of course the mainstay of the island, but any depression which exists in this branch of agriculture is not due to internal conditions, but rather due to factors governing the sugar market throughout the whole world. The factories of St. Lucia are considered perhaps the most efficient of any in the colonies, while the labour is of the same class, and the land is fertile with the cost of production low. The cocoa industry remains more or less stationary, the quantity exported in 1929 amounting to 997,477 pounds with a value of £18,900. Exports of limes have shown a steady and continuous increase, and providing that a type which can resist Withertip disease is introduced, it is believed that this will prove one of the outstanding industries of the colony. Agriculture as a whole has shown a considerable development, in which much interest is displayed, large tracts of new land having been cultivated under the supervision of competent advisors, who have impressed upon peasant proprietors and small cultivators the necessity for new crops and the paying of more attention to the old ones. Exports of fruit and vegetables appear to promise well for the future, and steps are being taken to introduce at an early date proper methods of inspection, packing and grading of all fruit exports.

PROJECTED PUBLIC UNDERTAKINGS

A scheme is at present under way for the erection and installation of an electric lighting plant to light the town of Castries. This will be a Government undertaking, and it is proposed that in addition to the lighting plant a cold storage for fruit and vegetables for export be erected. The installation of electric lighting in Castries will necessitate a rearrangement of the telephone system which will have to be altered from an earth circuit to a metallic one. It is felt by the authorities that while electric lighting and the reconstruction of the telephone system will pay for themselves, the erection of a cold storage plant will necessitate the Colonial Development Committee of the Imperial Government coming to the assistance of the colony. In this connection it is pointed out that the Governor of the Leeward Islands, in his speech to the Legislative Council of St. Lucia, states that materials for both these undertakings will be purchased in the United Kingdom, which is one of the main features of the Colonial Development scheme, and that he was inclined to think that the Colonial Development Committee might be approached for a direct

grant which would be repayable year by year from the surplus received over the maintenance charges required for both undertakings. On the other hand, the installation of a cold storage for fruit and vegetables might well be considered an object for the development of St. Lucia, and for this undertaking the Colonial Development Committee might be properly asked to approve of a direct grant.

IMPORTS AND EXPORTS

The principal items of import and the variations from last year are set forth in the following table. From this table it will be noted that there was a considerable decrease in the quantity of lumber imported in 1929 as compared with 1928. This was largely due to the fact that large quantities were required for the rebuilding of the town of Castries in 1928, otherwise the rest of the imports remain fairly constant.

Articles	1928		1929	
	Quantity	Value £	Quantity	Value £
Flour wheaten.. . . . lbs.	3,397,535	25,367	3,368,739	25,455
Cotton piece goods.. . . yds.	293,694	10,930	267,759	10,269
Sugar—unrefined.. . . lbs.	358,886	2,857	222,416	1,524
Sugar—refined.. . . lbs.	96,604	1,000	97,662	768
Rice.. . . . lbs.	497,705	4,740	548,290	3,906
Oil				
Illuminating.. . . gals.	61,974	2,719	54,362	2,392
Motor spirit.. . . gals.	36,781	2,643	38,485	2,835
Edible.. . . . gals.	33,840	6,274	34,003	5,950
Boots, etc.. . . . doz.	2,315	7,518	1,509	4,610
Biscuits, bread.. . . lbs.	43,086	1,179	42,958	1,256
Meat, salted.. . . . lbs.	59,188	1,515	50,301	1,291
Tobacco, unmanufactured.. lbs.	35,489	1,529	33,373	1,324
Cigarettes.. . . . lbs.	7,018	2,478	7,531	2,642
Hats.. . . .	....	2,293	....	2,040
Hardware.. . . .	....	5,727	....	4,744
Motor cars.. . . . No.	30	3,507	12	1,636
Motor car parts.. . . .	....	1,236	....	1,807
Soap, common.. . . . lbs.	236,355	3,846	271,717	4,184
Lumber, dressed.. . . sup. ft.	394,281	5,793	54,933	1,680
Lumber, undressed.. . . sup. ft.	248,248	3,347	94,719	1,505
Medicines.. . . .	....	3,059	....	2,575

TRADE OF PORTO RICO, 1929

JAMES CORMACK, CANADIAN TRADE COMMISSIONER

Havana, April 30, 1930.—The trade figures of Porto Rico for the fiscal year ended June, 1929, have recently been issued. The disastrous hurricane of September, 1928, which ravaged the island, rendering 500,000 people homeless and damaging or destroying practically every building and tree throughout the island, took place during this financial year, and its results are shown in the following table, revealing as it does one of the few adverse trade balances that the island has shown since the beginning of the American occupation twenty-eight years ago:—

	1900	1928	1929
Brought from United States.. .	\$ 6,952,114	\$ 79,743,088	\$ 85,078,596
Shipped to United States.. .	3,350,577	96,662,619	76,418,210
Brought from foreign countries..	3,037,391	12,599,241	12,782,164
Shipped to foreign countries.. .	3,261,922	6,872,120	5,304,660
Totals.. . . .	\$16,602,004	\$195,877,068	\$179,583,630

The adverse balance is \$11,192,410. Ninety per cent of the trade of Porto Rico is with the United States.

EXPORT TRADE

The principal products exported from Porto Rico are sugar, tobacco, coffee, and fruits. Exports of sugar fell from 605,538 tons in 1928 to 471,244 tons in

1929, and the average price fell from \$90.13 to \$74.74 per ton. In 1926—the peak year of production—Porto Rico exported over 26,000,000 pounds of coffee, but during the year under review the amount fell to 1,278,615 pounds, although the price rose from 26 to 36 cents per pound.

IMPORTS

Importations from the United States show an increase of \$5,335,508 over the previous year. The items which showed an increase are: wood and wood manufactures; rice and grains and their preparations; corn meal; wheat flour; coffee; cotton manufactures; metal manufactures; cigarettes; and dried beans. Wheat flour increased by \$354,864. There was a large—and probably temporary—importation of coffee. Items which show a decrease are: fibre manufactures (chiefly jute sugar bags); fish and fish products; vehicles and parts; animals; meats; fertilizers; musical instruments; and oils. The decrease in fish and fish products amounted to \$557,552.

The following table gives the imports of merchandise into Porto Rico from foreign countries and from the United States in 1929 for a few selected items of interest to Canadian exporters:—

Commodities	Unit	Quantity		Value	
		United States	Foreign	United States	Foreign
Canned meats	lb.	535,257	793,342	£ 83,927	\$ 123,447
Condensed or prepared milk . .	lb.	5,490,552	82,048	665,575	9,911
Butter	lb.	466,333	175,487	241,997	113,624
Cheese	lb.	903,056	1,763,726	239,237	289,826
Dried fish	lb.	***	17,025,399	.....	1,438,502
Smoked, salted or drycured . .	lb.	6,097,801	***	459,497	.....
Fish in oil	lb.	***	261,934	.....	37,096
All other fish and fish products .	lb.	1,377,065	***	130,051	.....
Leather manufactures	lb.	.....	.....	177,063	27,394
Sole leather and other leather .	lb.	***	22,571	.....	8,521
Other leather	lb.	19,804	***	8,837	.....
Biscuits	lb.	***	.....	.....	12,257
Bread, biscuits and crackers .	lb.	3,649,949	***	610,460	.....
Potatoes	lb.	.....	269,873	.....	6,208
Potatoes	bush.	851,640	.....	715,771	.....
Onions	lb.	.....	587,263	.....	10,726
Onions	bush.	109,781	.....	178,540	.....
Canned vegetables	lb.	.....	.....	.....	18,018
Canned vegetables	lb.	2,476,449	.....	202,287	.....
Confectionery	lb.	4,007,477	104,606	625,601	49,335
Rubber manufactures	lb.	.....	.....	246,409	2,631
Jute bags	lb.	1,792,910	12,498,723	307,252	941,546
Cordage of manila	lb.	***	193,653	.....	20,314
Cordage and twine	lb.	265,347	***	81,141	.....
Softwood boards	M. ft.	.....	120	.....	5,716
Cabinet woods . . . . .	.....	.....	.....	.....	6,231
Railroad ties	no.	.....	96,486	.....	30,873
All other woods . . . . .	.....	.....	.....	395,957	13,172
Wood furniture . . . . .	.....	.....	.....	614,922	11,331
Newsprint paper	lb.	1,042,512	2,554,785	39,182	65,310
Other paper and paper products .	lb.	***	.....	.....	27,034
Other paper and manufactures	.....	.....	.....	.....	.....
of	lb.	5,956,830	***	929,821	.....
Gasoline	bl.	***	207,532	.....	1,803,592
Gasoline, naphtha, etc.	bl.	306,123	***	1,316,066	.....
Cement hydraulic	bl.	38,033	305,414	97,479	399,222
Salt	lb.	.....	9,674,370	.....	13,220
Steel bars	lb.	***	518,664	.....	8,503
Iron and steel bars	lb.	9,363,105	***	198,829	.....
Castings and forgings	lb.	.....	314,297	.....	11,437
Nails	lb.	7,924,988	12,451	214,132	145
Other manufactures of iron and steel . . . . .	.....	.....	.....	1,267,522	89,128

*** Not classified.

IMPORTS INTO PORTO RICO—*Concluded*

Commodities	Unit	Quantity		Value	
		United States	Foreign	United States	Foreign
Agricultural machinery	399,323	142,349
Zinc oxidelb.		209,724	.....	25,858
Crude chloride of potashton		3,169	.....	117,330
Sulphate of potashton		2,856	.....	136,827
Other fertilizerston		16,284	31,153	382,845	781,970
Cosmetics and toilet preparations	347,632	24,031

The figures given do not disclose the details of this trade, but it is interesting to note that, while the merchandise shipped from all foreign countries showed practically no increase from 1928 to 1929, the Canadian figures have increased from \$885,433 to \$1,024,961, particularly in view of the fact that the largest item of Canadian exports to Porto Rico is dried fish and that the general imports of that commodity for the period under review have decreased considerably, as beforementioned. The only two foreign countries other than the United States which exceed Canada in exporting to Porto Rico are the Dominican Republic and the Dutch West Indies. The exports of the former are chiefly tobacco and other commodities which are "finished" in Porto Rico, while the exports of the latter are Venezuelan oils refined in Curacao.

Canadian exporters will keep in view the fact that the customs tariff of Porto Rico is identical with that of the United States and that in general those appropriate items which they can sell there should also be saleable in Porto Rico. The Canadian National Steamships have a direct service from Canada to Porto Rico which should assist in enabling Canadian exporters to compete against other countries which are able to sell their products in Porto Rico against United States competition.

CANNED FRUITS AND VEGETABLES IN ARGENTINA

HARRIS W. BRIGHTON, ASSISTANT TRADE COMMISSIONER

Buenos Aires, May 7, 1930.—Generally speaking, there is no market in Argentina for Canadian canned fruits and vegetables.

Argentina has a climate and soil which permits of an extended season and prolific growth of both fruits and vegetables. Thus with the local production extended over a long period—in the case of vegetables practically throughout the year—there is a very limited demand for such canned products.

The duty is very high—approximately 20 cents Canadian per pound—and as a result for what demand exists there is keen competition between local canners who produce sufficient quantities to supply practically the entire market.

The British firms of Chivers, Crosse & Blackwell, and Mortons after considerable advertising had a limited sale of their canned fruits here. Chivers withdrew some time ago. Crosse & Blackwell established a branch factory in order to meet local competition, and Mortons are endeavouring to remain in the market but their sales are gradually declining. As pies are not made here similar to those in Canada, what canned fruits are sold must be put up in a syrup. A water pack is not desired.

Due to their fine flavour, consistently select pack and extensive advertising, the Del Monte brand of peaches enjoys a limited sale, as also does Hawaiian pineapples. These are, however, select products. Other imports are practically confined to pears, sweet corn, and some sauerkraut.

Canned Bartlett pears, 2½ fancy, are imported from time to time from the Pacific coast of the United States, but there is considerable competition in price. In February last c.i.f. prices here were \$7 per case of two dozen tins. Canned pineapples of Hawaiian origin packed in the United States in tins, 2½, sold, February last, c.i.f. \$6.10 per case. Sweet corn is being offered c.i.f. at \$3.38

and \$3.80 per case. Sauerkraut in tins 2½ February offerings c.i.f. \$4.10 per case. All these are subject to a broker's commission of 5 per cent.

In addition to sweet corn, the only canned vegetables imported—and these in small quantities—are French "Petit Pois," asparagus tips and young mushrooms.

Jams, jellies and marmalades are extensively made locally. The domestic fruit, when canned, has not the flavour of the imported due primarily to a lack of acidity and, in a measure, to less care in handling and selection, but the price is within the reach of all. Imported jam, if it could be sold in glass jars at the same price as if packed in tins, might attain a fair sale. This, however, is impossible, as the duty is based on the weight of the container as well as the product. As a consequence the sale is restricted to a few, who knowing the brand, are prepared to buy it as a delicacy. The syrups, juices and ciders required by this market are produced locally.

There is no market here for dehydrated or evaporated fruits or vegetables. Mining and such occupations which call for the extensive use of these commodities do not exist in Argentina, and the fresh products being generally obtainable, there is no demand.

Due to an extensive advertising policy, the catsups, relishes and pickles of Mortons of Scotland, Heinz and Libby's of the United States are well established in this market, as also are H.P. and Lea & Perrins sauces.

As there has been no industrial census in Argentina since 1914, it is impossible to estimate with any degree of accuracy the quantities of fruits and vegetables canned locally, but it is well known that there is at present an over-production resulting in an extensive advertising campaign on the part of the local canners.

The following are the quantities imported by countries for the year 1927, which are the latest figures available. Only the totals for 1928 have been published and these are given in comparison.

Fruit preserved in Juice or Syrup (including Jams), duty 47 cents Canadian per kg. (weight includes product and containers).—Imports in 1928, 87,055 kg. against 74,178 kg. in 1927 (France 60,088 kg.).

Fruit Conserved in Water, duty 39 cents Canadian per kg.—Imports in 1928, 81,792 kg. against 117,767 kg. in 1927 (Spain 67,647 kg., United States 42,287 kg.).

Fruit—Dried, duty 14 cents Canadian per kg.—Imports in 1928, 997,313 kg. against 778,346 kg. in 1927 (Chile 588,799 kg., United States 164,467 kg.).

Vegetables, Canned, duty 17 cents Canadian per kg.—Imports in 1928, 230,568 kg. against 240,702 kg. in 1927 (Belgium 124,530 kg., the United States 42,615 kg., France 27,876 kg., Italy 17,548 kg. and Chile 16,641 kg.).

CONDITIONS IN JAPAN IN 1929

JAMES A. LANGLEY, COMMERCIAL SECRETARY

Tokyo, April 25, 1930.—The formal lifting of the embargo on the exportation of gold does not appear to be the final solution of the financial problems that have been confronting Japan since the depression following the boom years ending with 1919, but it is certainly considered as the beginning of a long-needed readjustment. The preparations for the lifting of the gold ban during the latter half of 1929 were more of a technical nature leading to the formal announcement of its abolition. The preparations leading to the formal removal were accelerated during the first part of 1930 by the favourable trade balance shown by the final trade figures, by a very active demand in the silk markets of the world for Japanese silk, and by an increase in specie holdings abroad made possible by the co-operation of British and American financial interests, thus improving the exchange rates in a fundamentally sound manner. Due to these conditions the lifting of the ban was effected with no undue incidents, and apparently with no special cause for alarm in the immediate future.

DEVELOPMENT OF CANADA'S TRADE

The development of Canada's trade with Japan has been fairly steady over the past twelve years. The principal commodities sent by Canada to Japan are wheat and lumber, in which trades there has been a remarkable growth, with every indication that as time goes on Canada will increase in importance as a source of supply. Japan is also a heavy purchaser of Canadian wheat flour, meats, butter, salted fish, lead, wood-pulp, zinc, aluminium, asbestos, nickel, and wrapping and other papers. On the other hand, Canada imports from Japan large quantities of silk and silk products, chinaware, oranges, and canned fruits, with smaller quantities of a variety of other commodities.

Even in the face of economic factors unfavourable to its growth, Canada has obtained a fair share of the trade of Japan. This country is exhibiting increasing anxiety to increase the volume and variety of her purchases from Canada. Recently shipments of dairy and beef cattle have been made from the Dominion, as well as shipments of other live stock. At the moment Japanese mills are interested in Canadian sources of supply of wool, and have sent a representative to Canada to investigate and report on the situation there. It is unfortunate that such a shortage of butter exists in Canada, as during the last year shipments to Japan have fallen off for this reason and the market has been taken over by New Zealand. Pork manufactures have also declined due to the shortage of this commodity in Canada. Canadian beef became well known in Japan, but here again shipments have declined due to a shortage of supply in the Dominion, and to the fact that better prices may be obtained in the United States.

WHEAT SUPPLY AND ITS SOURCES

During 1929 the sources of supply for wheat imported into Japan, with the quantities in short tons, were: Canada, 443,312; Australia, 162,639; United States, 160,172; China, 14,998; Kwantung Province, 29,363; and the Argentine Republic, 4,952.

Since 1926 importations from the United States have shown a decided decline, while, beginning with 1927, there has been a steady rise in imports from Canada. Wheat from the Argentine is first entered in the 1929 Japanese customs returns. Wheat from the Kwantung Province (Manchuria) is shown as 48,594 short tons in 1928 and as 29,363 short tons in 1929.

The Argentine wheat imported into Japan was fair average quality and about equal to Canadian No. 3 Northern. Flour produced from this wheat is used chiefly in the making of bread and in the making of a sort of macaroni for domestic consumption, and is not for export. On the other hand, Canadian wheat is compounded with domestic grain and the flour finds its way largely into export fields, and in many markets competes with flour produced in Canada. Probably only a short period will elapse before a system along the lines of the Wheat Pool is developed in Argentina, and orderly marketing thus assured. The Orient is a very competitive market and buyers are reluctant to purchase wheat in other than the cheapest markets. Shipments from the Argentine to Yokohama take sixty to seventy days, on which route a monthly service is given by the Nippon Yusen Kaisha. Against this shipments from Canada take only from fifteen to eighteen days, with almost unlimited space available and with a considerable difference in freight rates. The advantages enjoyed by Canadian wheat are apparent, and for some time to come it would appear that Argentine wheat will not be a severe competitor of the Canadian product, but, as already stated, the Orient is reluctant to pay Canada a premium on prices prevailing in other wheat-growing countries, and there may be difficulty in holding this market on account of the higher grade of Canadian wheat and the consequently higher price, and severe competition may develop from Australia.

The importation of wheat into Japan is mainly in the hands of the larger import houses, who in turn control the flour-milling industry. These firms have branch offices in Seattle, Portland, Melbourne, and London, and in Argentina, and from these centres market prices and reports are despatched, and purchases made in the most advantageous market.

Through Japanese sources considerable quantities of Canadian wheat find its way to Russia, mainly through the port of Vladivostok. There does not seem much chance of Russia becoming a factor in the exportation of wheat for some considerable time to come owing to lack of co-operation between the Russian farmers and the Soviet authorities, coupled with a lack of adequate railway rolling stock.

CANADIAN LEATHER WANTED IN HONGKONG

PAUL SYKES, CANADIAN TRADE COMMISSIONER

Hongkong, May 5, 1930.—There appear to be good prospects for the sale of Canadian leathers in Hongkong and South China. Ever since the establishment of a Trade Commissioner's office in Hongkong inquiries for Canadian leathers have been received at the rate of about one per week. All types are required, from sole leathers to fancy patents.

Canadian leather business in this territory has to date been limited to quite small amounts of either sole or upper leathers. Only one brand of the former is known at all well throughout the local trade, and as it is comparatively high-priced, sales have been made in small volume only. Upper leathers also, while recognized as of excellent quality, have been distributed in restricted quantities on account of price considerations. Patent leathers from Canadian tanners are yet unknown in this market.

The demand for sole leathers is chiefly that for medium or fairly low quality bends, sides or bellies, but several dealers state emphatically that high-quality bends can be sold readily at present market prices. The principal competition in sole leathers is from Australia, but Canadian leathers are gaining rapidly in popularity, and many dealers will buy them in preference to all others.

Samples of Canadian upper leathers already received and distributed to the local trade are regarded as representing good quality at quite reasonable prices, particularly those in brown colours. Standard qualities of uppers have in the past been imported principally from the United States, but recent increases in the tariff on hides imported into that country have led to the impression that costs of the United States product will be advanced and that Canadian lines will be in demand at former prices.

There is a large sale of patent leathers in Hongkong and all the larger centres in South China. Cheap black types are most commonly required, but fairly low-priced coloured and fancy grades are also used extensively. The bulk of all this trade has been handled from Europe and Boston, but some Canadian samples have been found to be competitive in both price and quality, and it is expected that this line also will soon be brought in from Canada in substantial amounts.

Despite many efforts to interest Canadian leather manufacturers in the South China market, prices and samples have been received from very few of these firms. In view of the growing demand for this Canadian product, it is hoped that all tanners who are in a position to do so and who have not yet taken any steps towards placing their samples, etc., in the hands of Hongkong agents will write to the Canadian Trade Commissioner there at the earliest opportunity. A list of Hongkong dealers is on file in the Department of Trade and Commerce, Ottawa, and may be obtained on application and reference to file 22177.

NETHERLANDS' COMMODITY MARKETS IN 1929

LESTER S. GLASS, CANADIAN TRADE COMMISSIONER

IV

MUSICAL INSTRUMENTS

Imports of pianos and organs in 1928 numbered 5,984 with a value of 2,709,000 fl., and in 1929 3,856 instruments valued at 1,979,000 fl. Germany is the largest source of supply—3,560 pieces valued at 1,747,000 fl. in 1929—followed by Belgium and the United Kingdom.

In gramophones and phonographs, Germany and the United Kingdom have the greatest sales. Machines imported from the United Kingdom are widely advertised; well-known machines of high quality are in the greatest demand. In 1928, of the total value of 2,074,000 fl., the United Kingdom is credited with 882,000 fl., while Germany supplied a greater weight but at a value of 852,000 fl. Imports in 1929 were valued at 2,370,000 fl. (United Kingdom, 1,073,000 fl.; Germany, 1,036,000 fl.). Switzerland has some share in the market; the greatest part of the trade is confined to motors for the manufacture of gramophones, of which large quantities are shipped to Holland for mounting.

AGRICULTURAL IMPLEMENTS

Canadian binders still continue to be imported into Holland, although they are not separately listed in the Dutch statistics. According to Canadian statistics, harvesters and binders to the value of \$120,747 were exported to the Netherlands in 1928; in 1929 the value was \$94,872.

Imports of mowers numbered 3,874 (921,000 fl.) in 1929 as against 3,360 (785,000 fl.) in 1928. As in 1928 Germany was the chief source of supply—2,556 mowers at a value of 641,000 fl. Sweden was listed for the first time with 364 machines at a value of 51,000 fl. There was a heavy fall in importations from the United States. In 1928 Canada, according to the Dutch statistics, supplied 131 mowers at a value of 36,000 fl., and in 1929 there were no shipments. Canadian figures, however, show that in 1928 631 mowers valued at \$36,263 were exported to the Netherlands, and in 1929 30 mowers at a value of \$1,830. It is said that the machines from Canada and the United States are of better quality than those supplied by Germany, while the share enjoyed in this trade by the United Kingdom is also for a quality article.

There is a market for agricultural hand tools; the majority on sale are of European make. Certain supplies are drawn from Canada, the United States, and the United Kingdom, but the two former are higher in price and thus have not a ready sale even if they are of higher quality.

MINERALS AND METALS

The Netherlands is a large importer of minerals and metals, not only for domestic consumption but also for re-shipment up the Rhine to Germany and Switzerland. Despite the fact that Canadian figures for 1929 show a decrease from those for 1928, the Dominion may still be said to have a fair share of the trade in these products.

In 1928 Canada supplied 3,160 tons of lead in blocks at a value of 840,000 fl., while in 1929 this figure had fallen to 1,300 tons at a value of 370,000 fl. Importations of asbestos were respectively 695 tons valued at 161,000 fl. in 1928, and 156 tons at 44,000 fl. in 1929. Importations from all sources were a third of those of 1928. Canadian asbestos is also imported indirectly via England, and for the first time the United Kingdom last year was separately entered in the Dutch statistics.

Canadian figures show that in 1929 nickel oxide to the value of \$2,206,083 was shipped to Holland; fine nickel, \$1,346,405; and zinc spelter, \$352,176.

ELECTRICAL APPLIANCES

Vacuum cleaners are among the electrical appliances which are in general use in Holland, and despite competition from Germany and the United States, Canada's share in this particular trade is on the increase. In 1928 the total value exported was \$59,153; in 1929 this figures had increased to \$109,997. According to Dutch statistics, the total trade in 1929 of 3,057,000 fl. was divided for the most part between Germany, the United States, Sweden, and the United Kingdom; the first-named supplying machines to the value of 1,478,000 fl.; the United States, 650,000 fl.; Sweden, 765,000 fl.; and the United Kingdom, 129,000 fl.

Electric washing machines are used to a small extent. In face of very strong competition from Germany, and to a lesser extent from Belgium, there is not a great demand for North American products, which are appreciably higher in price and of superior quality. One Canadian firm has, however, managed to secure a foothold, and though the demand is of necessity limited, it may be said to be gradually on the increase.

With regard to smaller appliances such as irons, heaters, and stoves, Germany is the main source of supply. American refrigerating plants may also be seen to some extent.

SOUTH AFRICAN WEIGHTS AND MEASURES REGULATIONS

C. S. BISSETT, CANADIAN TRADE COMMISSIONER

Cape Town, April 15, 1930.—A summary of the regulations under the above Act was published in *Commercial Intelligence Journal* No. 1142 (December 19, 1925), and since that date there have been no amendments or additions of any importance to Canadian manufacturers. The present additions are noteworthy as they refer mainly to fencing material and wire and to twines and cordage.

FENCING MATERIAL AND BALING WIRE

The sale of iron or steel standards or droppers, baling, binding, or fencing wire or wire netting which is not in accordance with regulation is prohibited.

Fencing standards "T" bulb of 6 feet and 6 feet 6 inches in length must be in weights from 8 pounds increasing by 2 pounds in each case to a maximum of 24 pounds, and standards of 5 feet 6 inches in length, in weights which are not less than any weight which is intermediate between any two weights for 6 feet standards, after punching and pointing, with a tolerance in excess not exceeding 4 per centum. The weight will be taken as the average of ten standards as a minimum or of such number as are contained in a bundle of standards.

Droppers "H" section in lengths of not less than 4 feet must weigh not less than $1\frac{1}{2}$ pounds, with proportionate weights for greater or lesser lengths.

Fencing standards other than "T" bulb or droppers other than "H" section must be in conformity with the representations made by the seller in respect of weight and length and every invoice must clearly state the weight and length involved.

Baling or binding wire, plain black or galvanized, of a thickness not less than 10 gauge, must be in coils of 100 pounds of wire and for gauges finer than 10, in coils of 1 pound, 5 pounds, 25 pounds, 50 pounds, or 100 pounds, containing no more than three pieces of wire.

High-strain barbed wire and high-strain galvanized plain fencing wire, round or oval, and barbed and plain fencing wire, galvanized or black, must be in reels or coils containing 50 pounds, 75 pounds, or 100 pounds of wire in not more than two pieces, no piece to be less than 25 pounds. To each coil must be attached a metal label showing by means of die-sunk figures and letters the gauge of breaking strain, the gauge of thickness, net weight, and minimum length of the wire in each coil.

Wire netting must be of uniform width throughout, and when in unbroken rolls must be in lengths of 25 yards, 50 yards, or 100 yards with gauges of thickness not thinner than 22 gauge for $\frac{1}{2}$ -inch mesh; 20 gauge for 1-inch mesh; 19 gauge for $1\frac{1}{2}$ -inch and 2-inch mesh; 15 gauge for 3-inch and 4-inch mesh.

To every roll must be attached a metal label imprinted as defined above showing the gauge of thickness, mesh, width, length, and minimum net weight of the wire netting in the roll and whether the netting has been galvanized before or after weaving.

In the case of galvanized wire, both plain and high-strain, the label must show whether such galvanizing is first class or second class. Where the gauge of thickness is indicated on a metal label, it must be expressed in accordance with the following example, No. 12 I.S.W.G.

The following tolerances will be permitted in gauges of thickness:—

No. 6	to No. 10 inclusive	.004 inch under and over
No. 10 $\frac{1}{2}$	to No. 14 inclusive	.003 inch under and over
No. 14 $\frac{1}{2}$	to No. 16 inclusive	.002 inch under and over

By "gauge of thickness" is meant Imperial standard wire gauge. By "gauge of breaking strain" is meant the strength of the wire. By "high-strain wire" is meant wire having a breaking strain of not less than—

2,163 pounds	for No. 10	round or oval wire
1,776 pounds	for No. 11	round or oval wire
1,428 pounds	for No. 12	round or oval wire
1,266 pounds	for No. 12 $\frac{1}{2}$	round or oval wire
1,119 pounds	for No. 13	round or oval wire
846 pounds	for No. 14	round or oval wire

with an elongation of not less than 5 per centum in a length of 10 inches.

The regulations enumerated under this heading will come into force on August 21, 1930.

TWINES AND CORDAGE

The importance of this new regulation is its probable effect on the packing and marking of harvester twine.

Certain types of twine, including harvester twine, are required to be sold by net weight only and in quantities of 4 ounces, 8 ounces, 1 pound, or an integral number of pounds of twine only; when made up in balls, reels, cops, or spools. Each wrapper or container must have marked prominently on the outside the number of balls or spools which it contains, together with the weight of each such ball or spool.

The net weight must be marked in close proximity to the name or description of the contents, clearly stamped or printed in capital letters not less than half the size of those used to describe the article, and in a colour which contrasts with the background, provided that where the container does not carry any printed description the weight may be marked thereon or on a label attached thereto in letters not less than 1 inch in length. The weight of the balls will be determined by the average of the number of balls contained in the package.

This regulation also comes into force on August 21, 1930.

MR. FRASER'S ITINERARY

Mr. F. W. Fraser, Canadian Trade Commissioner in Jamaica, has arrived in Canada with the object of undertaking a tour of the Dominion in the interests of Canadian trade with his territory, which includes Haiti, the Bahamas, and the Leeward Islands. The following is the first part of his itinerary:—

Owen Sound	June 9	Guelph	June 19
Port Elgin	June 10	Brantford	June 20 to 23
London	June 11 to 14	Woodstock and Ingersoll	June 24
Windsor	June 15, 16	Hamilton	June 25 to 27
Kitchener	June 17, 18	Niagara Falls	June 28 to 30

Firms desirous of being brought in touch with Mr. Fraser or of interviewing him are requested to communicate, in the case of Kitchener, with the Secretary of the Canadian Manufacturers Association, and in that of the other cities included in the above list with the Secretary of the Board of Trade or Chamber of Commerce.

CHANGES IN THE CONSULAR LIST

The following changes in the consular list have been notified by the Department of External Affairs, Ottawa:—

Mr. E. M. Hoyt as Vice-Consul of the United States from Ottawa to St. Stephen, N.B.; Count Rogeri di Villanova as Royal Consul General of Italy at Ottawa, succeeding to the Marquis Ferrante; and Mr. A. J. Stahl as Honorary Consul of Sweden at Vancouver, replacing Mr. R. V. Winch, resigned.

BRITISH TRADE COMMISSIONERS IN CANADA

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada are invited to communicate with the under-mentioned:—

- The Senior British Trade Commissioner in Canada and Newfoundland, 1111 Beaver Hall Hill, Montreal, Que. Telegraphic address: "Britcom."
- The British Trade Commissioner (for Ontario), 901-902 Bank of Hamilton Building, Toronto, Ont. Telegraphic address: "Toroncom."
- The British Trade Commissioner (for Western Canada), 850 West Hastings Street, Vancouver. Telegraphic address: "Vancocom."
- The Officer-in-Charge (for Manitoba and Saskatchewan), British Trade Commissioner's Office, 703 Royal Bank Building, Winnipeg. Telegraphic address: "Wincom."

BRITISH INQUIRY INTO MARKING OF MOTOR VEHICLES

An inquiry is to be held on July 7 and 8, and if necessary on July 14 and 15, by the Standing Committee appointed by the British Board of Trade under the Merchandise Marks Act, 1926, to consider whether imported "motor cars, motor vans, motor lorries, motor trucks, and other motor vehicles; internal combustion engines of all descriptions; chassis units, parts or fittings for the foregoing; magnetos, batteries, and ignition plugs of all descriptions," should be required to bear an indication of origin. It is announced that communications with regard to this inquiry should be addressed to the Secretary, Mr. E. W. Reardon, Board of Trade Offices, Great George street, London, S.W. 1.

BRITISH MERCHANDISE MARKS ACT: COAT HANGERS

The Merchandise Marks Committee, in a report concerning folding coat hangers, recommend that these articles when imported into the United Kingdom shall bear an indication of origin at the time of sale or exposure for sale. The recommendation does not apply to the common type of coat hanger consisting of wood with a metal hook.

TARIFF CHANGES AND CUSTOMS REGULATIONS

Trinidad Tariff Increases

Mr. R. T. Young, Canadian Trade Commissioner, Port of Spain, cables that, effective from June 2, the Trinidad tariff on refined sugar was increased from 4s. per 100 pounds to 16s. 8d. in the British preferential schedule (applicable to Canada), and from 8s. per 100 pounds to 33s. 4d. in the general tariff schedule: The duty on leaf tobacco containing less than 25 per cent moisture was increased from 4s. 7d. to 4s. 9d. per pound.

The customs tariff was otherwise increased by imposition of a surtax of 10 per cent on all customs duties with the exception of the sugar and tobacco, just mentioned, also motor cars, motor lorries and vans; fish, dried, salted, smoked or pickled (not including salmon, trout and mackerel); rice; wheaten flour and meal; machinery and parts and accessories; beef and pork, pickled or salted; brandy, gin, and whisky; and wines, including vermouth.

German Tariff Regulations

L. D. WILGRESS, CANADIAN TRADE COMMISSIONER

[1 Reichsmark (R.M.)=\$0.238; 100 kilograms (kg.)=220 lbs.]

DUTY VALUES OF IMPORT CERTIFICATES

Hamburg, May 13, 1930.—In accordance with the authority conferred by the Tariff Law of April 15, 1930 (see *Commercial Intelligence Journal* No. 1372), the German Government issued two decrees, one on May 6 and the other on May 9, which have the effect of increasing the duty value of duty-free import certificates granted to exporters of grain and flour. The duty value of import certificates for wheat remains unchanged at the rate of R.M. 6.50 per 100 kg., but the duty values of the import certificates for rye and oats and for barley weighing over 67 kg. per hectolitre are increased to R.M. 9 per 100 kg. The duty value of import certificates for exported live hogs is fixed at R.M. 27 per 100 kg., that for exported pork at R.M. 36 per 100 kg., and that for ham in air-tight containers at R.M. 48 per 100 kg. The import certificate system is also extended to cover exports of live cattle, live sheep, beef and mutton, fresh, frozen and simply prepared and in air-tight containers, the duty values of the certificates corresponding to the customs duties on these products. The decree applying to the above changes came into force on May 13, 1930.

In the case of flour and other milled products, the duty value of the import certificates is based on the grain content of the exported product and has been fixed as follows:—

	R.M. per 100 kg.
For milled products of rye.. . . .	9.00
For milled products of wheat and spelt.. . . .	15.00
For milled products of oats.. . . .	10.00
For malt and milled products of barley.. . . .	12.00

The decree applying the changes in respect to the duty values of the import certificates granted to exporters of milled products comes into force on May 19, 1930.

The Minister of Finance is authorized to cancel on a week's notice the granting of import certificates to exporters of wheat flour as soon as it is seen that the total quantity exported will exceed 5,000 metric tons. In a similar manner, quotas of 70,000 metric tons for exported rye under the new duty value of import certificates and of 50,000 metric tons for exported oats are established in the decree of May 6, 1930.

Greek Flour Regulations

Information has been received from the Canadian Trade Commissioner's office in Athens concerning new regulations governing quality of wheat flour, published in the official *Gazette* of February 11, 1930. From the information received the following table is compiled respecting limits of ingredients in each quality of flour:—

Qualities of flour	Water Maxi- mum	Gluten Mini- mum	Sulphuric Acidity Maximum	Ash Maxi- mum	Bran Maxi- mum	Fatty Substances Maximum
	%	%	%	%	%	%
First.. . . .	13	26	0.07	0.6	0	1.10
Second.. . . .	13	28	0.15	1.4	2	2.75
Pure.. . . .	13	28	0.10	1.0	1	1.40
Bran flour.. . .	13.5	26	0.15	1.6?	13	1.70
Semolina.. . . .	13	28	0.07	0.8	0	1.10

If ash content should exceed these percentages, importation will only be permitted by decision of the Council of Chemical Services.

The fatty substances in flour are examined only when there is a doubt as to the quality.

From September 15 to June 15 each year an increase of 5 per cent in the percentage of water will be permitted.

A tolerance of 10 per cent in the acidity of the flour will be permitted from June 15 to September 15 of each year.

The regulations defined the word "flour" as meaning exclusively the product obtained from the milling of industrial wheat.

When other cereals and pulse are milled the use of the word "flour" must be qualified by the addition of the name of the other cereal from which the product is derived. Flour is to be free of any adulteration made in order to improve its appearance.

Flour importers are responsible for the quality of flour imported during a period of sixty days beginning on the day on which shipments are cleared from the customs warehouse.

TENDERS INVITED

New Zealand

Copies of specifications have been received from Mr. C. M. Croft, Canadian Trade Commissioner at Auckland, for equipment required by the Public Works Department, Wellington, as follows: One three-phase 50-kv. 200 amp. mechanically operated air-brake switch; steel structure; set busbars, insulators and connections; and set spares. Tenders should be addressed to the Secretary, Public Works Supplies and Tenders Committee, Wellington, in accordance with these specifications. Tenders close on September 30.

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING JUNE 2

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending June 2, 1930, with the official bank rate. Quotations for the week ending May 26, 1930, are also given for the sake of comparison.

Country	Unit	Parity	Nominal Quotations in Montreal Week ending May 26	Nominal Quotations in Montreal Week ending June 2	Official Bank Rate
Austria	Schilling	.1407	\$.1413	\$.1410	5½
Belgium	Belga	.1390	.1395	.1396	3
Bulgaria	Lev	.0072	.0072	.0072	10
Czechoslovakia	Krone	. . . . .	.0296	.0296	4½
Denmark	Krone	.2680	.2677	.2676	4
Finland	Markka	.0252	.0252	.0252	6½
France	Franc	.0392	.0392	.0392	2½
Germany	Reichsmark	.2382	.2387	.2387	4½
Great Britain	Pound	4.8666	4.8615	4.8592	3
Greece	Drachma	.0130	.0130	.0130	9
Holland	Guilder	.4020	.4024	.4023	3
Hungary	Pengo	.1749	.1750	.1751	5½
Italy	Lira	.0526	.0524	.0524	5½
Jugo-Slavia	Dinar	.1930	.0177	.0177	5½
Norway	Krone	.2680	.2677	.2677	4½
Portugal	Escudo	1.0805	.0450	.0450	8
Roumania	Leu	.0060	.0060	.0060	9
Spain	Peseta	. . . . .	.1217	.1217	5½
Sweden	Krouna	.2680	.2685	.2683	3½
Switzerland	Franc	.1930	.1935	.1935	3
United States	Dollar	1.0000	1.0004	1.0006	3
Argentina	Peso (Paper)	.4244	.3826	.3803	—
Brazil	Milreis	.1196	.1185	.1181	—
Chile	Peso	.1217	.1210	.1211	6
Colombia	Peso	.9733	.9664	.9666	8
Mexico	Peso	.4985	.4758	.4751	6-7
Peru	Sol	.40	.3901	.3902	7
Venezuela	Bolivar	.1930	.1905	.1906	—
Uruguay	Peso	1.0342	.9229	.9231	—
Cuba	Peso	1.0000	.9996	1.0003	—
Hongkong	Mex. Dollar	. . . . .	.3495	.3295	—
India	Rupce	.3650	.3626	.3627	6
Japan	Yen	.4985	.4945	.4951	5.48
Java	Guilder	.4020	.4031	.4030	4½
Shanghai	Tael	. . . . .	.4302	.4058	—
Siam	Baht (Tical)	.4424	.4527	.4528	—
Straits Settlements	Dollar	.5678	.5620	.5621	—
British Guiana . . . . .	\$	. . . . .	. . . . .	. . . . .	. . . . .
Barbados	\$	1.0000	1.00¼—1.01¼	1.00¼—1.01¼	—
Trinidad . . . . .	\$	. . . . .	. . . . .	. . . . .	. . . . .
Jamaica	Pound	4.8666	4.8622	4.8630	—
Other British West Indies	\$	1.013	1.00¾—1.01¾	1.00¾—1.01¾	—
Martinique	Franc	.0392	.0392	.0392	—
Guadeloupe	Franc	.0392	.0392	.0392	—

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT KINGSTON, BELLEVILLE, PETERBOROUGH, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.); AND THE MARITIME PROVINCES TRADE COMMISSION, TORONTO.

Foodstuffs

604. CHOCOLATES.—Agent in Maracaibo, Venezuela, is interested in a package line of chocolates.

605. GALLON APPLES.—A Liverpool firm of canned goods agents wish to get in touch with Canadian exporters of solid pack apples with a view to representation on a commission basis. Samples and c.i.f. prices desired.

606. DRIED APPLES.—Dutch commission house desires to establish agency relations with Canadian dried apple exporter.

607. APPLE WASTE.—Canadian firm in a position to export should communicate with Rotterdam firm submitting agency proposition.

608. LOGANBERRIES.—A Liverpool firm engaged in the canned goods trade would like to represent a Canadian packer in this market on a commission basis. Samples and c.i.f. Liverpool prices requested.

609. MILK POWDER.—Commission agent in Maracaibo, Venezuela, wishes to represent exporter of milk powder.

610. EVAPORATED MILK.—A Liverpool firm engaged in the canned goods trade would like to represent a Canadian packer in this market on a commission basis. Samples and c.i.f. Liverpool prices requested.

611. EGGS.—Importer in Curacao, Dutch West Indies, desires quotations on eggs c.i.f. Curacao.

612. BACON AND HAMS.—Agent in Maracaibo, Venezuela, wishes to represent exporter of bacon and hams.

613. POULTRY.—Firm in Buenos Aires are interested in importing registered and R.O.P. poultry. Send complete information to the Canadian Trade Commissioner, B. Mitre 430, Buenos Aires.

614. CANNED FISH.—Commission agent in Maracaibo, Venezuela, desires agency for canned salmon, sardines; also lobster.

615. CANNED SALMON.—Agent in Maracaibo, Venezuela, desires to represent canned salmon shipper.

616. CANNED SALMON.—Commission agent, Curacao, Dutch West Indies, wishes to represent exporter of canned salmon.

617. LOBSTER.—Agent in Maracaibo, Venezuela, is interested in representing exporter of canned lobster.

618. CODFISH.—Agent in Maracaibo, Venezuela, wishes to represent shipper of dried codfish.

619. CANNED BEANS.—A Liverpool firm engaged in the canned goods trade would like to represent a Canadian packer in this market on a commission basis. Samples and c.i.f. Liverpool prices requested.

620. LARD.—Agent in Maracaibo, Venezuela, is interested in an agency for lard.

621. MACARONI.—A Liverpool firm engaged in the canned goods trade would like to represent a Canadian packer in this market on a commission basis. Samples and c.i.f. prices Liverpool requested.

622. ROLLED OATS AND OATMEAL.—Commission agent in Maracaibo, Venezuela, is interested in an agency for rolled oats and oatmeal.

623. FLOUR.—Commission agent in Maracaibo, Venezuela, wishes to secure an agency for flour.

624. FLOUR.—A firm in Valletta, Malta, wish to import Canadian flour.

625. WHEAT.—A firm in Cali, Colombia, are interested in purchasing Canadian wheat direct.

626. WHEAT.—Importer in Cali, Colombia, desires quotations on wheat.

627. GRAIN.—Jamaican commission house would like to represent a Canadian exporter of oats, bran, middlings, and other kinds of feed.

Miscellaneous

628. WHISKY.—Commission agent in Maracaibo, Venezuela, is interested in handling a rye whisky.

629. OVERALLS.—A firm in the North of England wish to receive c.i.f. Liverpool quotations for overalls. Illustrations and sample pieces of cloth are also requested.

630. RUBBER-SOLED SHOES.—Manufacturers' representatives in Curacao, Dutch West Indies, wish to hear from manufacturer of rubber-soled shoes.

631. CLOTH FOR AUTOMOBILE TOPS.—Manufacturers' representative in Buenos Aires wishes to obtain agency for waterproof cloth for automobile tops. Sample and price upon application.

632. LEATHER.—Agent in Maracaibo, Venezuela, wishes to represent exporter of upper leathers, patents and glacé kid.

633. NEWSPRINT.—A firm of direct importers in Honduras (Central America) desire to receive quotations for newspaper in sheets approximately 36 by 24 inches, weighing 55 grams per square metre. Orders will total about 65,000 reams per annum. Quotations should be given c.i.f. Amapala, including consular fee of 3 per cent and commission to agent. Terms of payment should be stated, together with conditions of sale, minimum shipment possible, and general conditions. Present supplies are being purchased at a price of \$95 Canadian currency per 1,000 kg. Similar quotations are required for paper 22 by 30 inches.

634. PAPER.—Commission agent in Maracaibo, Venezuela, wishes to hear from exporters of newsprint and wrapping paper.

635. GRAPEFRUIT BOXES.—Jamaican importer would like to buy grapefruit boxes in Canada.

636. DOWELS.—A Manchester firm of importers are open to receive samples and c.i.f. quotations from Canadian manufacturers.

637. DOWELS.—A Liverpool firm specializing in the distribution of dowels are open to receive samples and full particulars of dowels from Canadian manufacturers of birch dowels.

638. DOWELS.—A Liverpool house with many years' experience in the dowel trade is open to consider offers from Canadian manufacturers of birch and/or maple dowels. Samples and c.i.f. quotations necessary.

639. BIRCH.—A North of England firm of timber merchants are open to receive quotations of Canadian white birch suitable for the manufacture of dowels. Particulars on file at Department.

640. LUMBER.—A New Zealand firm of manufacturers' agents and importers desire to receive quotations for birch, beech, and maple timbers, also steamer parcels of Douglas fir, spruce, and hemlock, with a view to acting as sole buying agents for that country.

641. PLYWOODS, MOULDINGS, ETC.—A firm of manufacturers' agents and importers in New Zealand desire to secure the agency for a firm in a position to quote for cabinet timbers, plywoods, and mouldings for that market.

642. BUILDERS' AND IRONMONGERS' SUPPLIES.—A London company of manufacturers' agents for metal wall and ceiling coverings, who possess an influential connection with builders, decorators, and hardware houses throughout the United Kingdom, are open to undertake the agencies of Canadian manufacturers of suitable lines associated with these trades who are seeking representation in this market.

643. AUTOMOBILE ACCESSORIES AND PARTS.—A well-known firm in Brazil handling automobile accessories propose commencing business in Argentina. The representation of Canadian manufacturers offering accessories as follows is solicited: automobile wrenches; brake lining; wheels (steel and wood), rims and parts; pressure greasers; cylinder boring machines; axle shafts; sand and emery paper. Send quotations and catalogues to the Canadian Trade Commissioner, B. Mitre 430, Buenos Aires.

644. CEMENT.—Commission agent in Maracaibo, Venezuela, wishes to represent exporter of cement.

645. STEEL RAILS.—Engineering firm in Maracaibo, Venezuela, wishes to represent shipper of steel rails, 35 and 40 pounds.

Trade Inquiries from Denmark and Sweden

646. HONEY.—A Copenhagen firm of agents wish to represent a Canadian exporter of honey.

647 and 648. EVAPORATED APPLES.—Two Stockholm firms of agents wish to represent Canadian exporters of evaporated apples.

649. EVAPORATED APPLES.—A Gothenburg firm of agents wish to represent a Canadian exporter of evaporated apples.

650. CANNED FRUIT.—A Gothenburg firm of agents wish to represent a Canadian exporter of canned fruit.

651. MILDLY SALTED SALMON.—A Gothenburg firm of agents wish to represent a Canadian exporter of mildly salted salmon.

652. SALTED SALMON IN BARRELS.—A Stockholm firm of agents wish to establish connection with a Canadian exporter of salted salmon in barrels.

653. SALTED SALMON.—A Stockholm firm of agents wish to represent a Canadian exporter of salted salmon.

654. CANNED SALMON.—A Stockholm firm of agents wish to represent a Canadian exporter of canned salmon.

655. CANNED SALMON.—A Gothenburg firm of agents wish to represent a Canadian exporter of canned salmon.

656, 657 and 658. CANNED LOBSTER.—Three Stockholm firms of agents wish to establish connections with Canadian exporters of canned lobster.

659 and 660. FLOUR.—Two Copenhagen firms of agents wish to represent Canadian flour mills.

661. WHEAT FLOUR.—A Malmo firm of agents wish to represent a Canadian wheat flour miller.

662 and 663. WHEAT AND WHEAT FLOUR.—Two Gothenburg firms of agents wish to represent Canadian exporters of wheat and wheat flour.

664. GRAIN AND FLOUR.—A Gothenburg firm of agents wish to represent a Canadian grain and flour mill.

665. WHEAT, RYE, AND BARLEY.—A Copenhagen firm of agents wish to represent a Canadian exporter of wheat, rye, and barley.

Canadian exporters should, for follow-up purposes, send a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which it emanated.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Montreal

To *Antwerp*.—Montrose, June 19; Beaverburn, June 20; Beaverdale, June 27; Metagama, July 3; Beaverbrae, July 4; Montrose, July 17; Beaverford, July 18—all Canadian Pacific; York County, June 17; Peel County, June 27; Grey County, July 8; Brant County, July 21—all County Line.

To *Avonmouth*.—Kastalia, Anchor-Donaldson Line, June 28; Nessian, June 14; Oranian, July 12—both Dominion Line.

To *Belfast and Dublin*.—Carrigan Head, June 17; Fanad Head, June 28—both Head Line (cargo accepted for Londonderry and Cork).

To *Cardiff and Swansea*.—Nessian, June 14; Oranian, July 12—both Dominion Line; Kastalia, Anchor-Donaldson, June 28.

To *Glasgow*.—Melita, June 11 and July 2; Minnedosa, June 21 and July 18—both Canadian Pacific; Leititia, June 13 and July 11; Athenia, June 27—both Anchor-Donaldson.

To *Liverpool*.—Duchess of York, June 13 and July 12; Montcalm, June 14; Duchess of Atholl, June 20; Duchess of Richmond, June 27; Duchess of Bedford, July 4; Minnedosa, July 18—all Canadian Pacific; Andania, June 20 and July 18; Antonia, July 4—both Cunard Line; Doric, June 14 and July 12; Albertic, June 21; Laurentic, June 28—all White Star Line.

To *London*.—Beaverford, June 13; Beaverburn, June 20; Beaverdale, June 27; Beaverbrae, July 4; Beaverhill, July 11—all Canadian Pacific; Ausonia, June 13 and July 11; Aurania, June 20 and July 18; Ascania, June 29; Alaunia, July 4—all Cunard Line; Megantic, White Star Line, June 13 and July 10.

To *Manchester*.—Manchester Division, June 5; Manchester Brigade, June 12; Manchester Producer, June 19; Manchester Commerce, June 26; Manchester Citizen, July 3—all Manchester Line.

To *Newcastle and Leith*.—Cairnesk (also calls at Dundee), June 20; a steamer, July 4—both Cairn-Thomson Line.

To *Southampton*.—Montrose, June 19; Montclare, June 26—both Canadian Pacific; Megantic, White Star Line, June 13 and July 10.

To *South France and Italian Ports*.—Valsavoia, June 16; Valreale, June 25; Vallarsa, June 30—all Lloyd Mediterraneo Italian Service.

To *Havre*.—Laval County, June 20; Grey County, July 8; Brant County, July 21—all County Line.

To *Hamburg*.—Beaverford, June 13; Montclare, June 26; Montcalm, July 5; Beaverhill, July 11—all Canadian Pacific; Hada County, June 13; Kent County, June 27—both County Line; Koeln, June 14; Trier, July 5—both North German Lloyd; a steamer, Hamburg-American Line, July 11.

To *Bremen*.—Koeln, June 14; Trier, July 5—both North German Lloyd.

To *Rotterdam*.—Kings County, June 13; Elgin County, June 24; Labelle County, July 11—all County Line.

To *Bermuda, Santo Domingo, Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, Barbados, Grenada, Trinidad and Demerara*.—Chomedy, June 14; Cornwallis, June 28; Champlain, July 12—all Canadian National.

To *Hamilton, Nassau, Kingston and Belize*.—Cathcart (freight to Kingston only), June 13 and July 11; Lady Rodney, June 20 and July 18; Cavalier (freight to Kingston only), June 27; Lady Somers, July 4—all Canadian National.

To *Bermuda, St. Kitts, Antigua, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo*.—Manhem, June 13; Italia, June 27; Spica, July 11—all Ocean Dominion SS. Corp.

To *Australian Ports*.—Canadian Britisher, Canadian National, June 30.

To *New Zealand Ports*.—Canadian Cruiser, Canadian National, June 25.

To *South African Ports*.—Cochrane, Elder Dempster Line, June 25 (also calls at West African ports).

To *South American Ports*.—Canadian Traveller, June 20; Canadian Spinner, July 19—both Canadian National.

To *St. Pierre-Miquelon and St. John's, Nfld.*—Cabot Tower, Newfoundland-Canada SS. Ltd., June 12; a steamer, Farquhar SS., June 11 and 23; Imogene, June 13; Rosalind, June 20—both Furness-Red Cross Line.

To *Cornerbrook, Nfld.*—New Northland, Clarke SS. Co., June 13.

From Charlottetown

To *St. Pierre-Miquelon and St. John's, Nfld.*—Sollund, Newfoundland-Canada SS. Ltd., June 9.

From Quebec

To *Southampton*.—Empress of Australia, June 11; Empress of Scotland, June 18; Empress of Japan, June 24; Empress of France, June 25—all Canadian Pacific.

From Halifax

To London.—Missouri, Leyland Line, June 25.

To Liverpool and Manchester.—Median, Leyland Line, June 11; Newfoundland, June 24; Nova Scotia, July 12—both Furness Line.

To St. Pierre-Miquelon and St. John's, Nfld.—Silvia, June 10; Nerissa, June 17 and July 1 and 15; Fort St. George, July 8 and 22—all Furness-Red Cross Line; Newfoundland, June 24; Nova Scotia, July 12—both Furness Line.

To Bermuda, St. Kitts, Antigua, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo.—Manhem, June 19; Italia, July 3; Spica, July 17—all Ocean Dominion.

To Kingston, Jamaica.—Cathcart, June 16 and July 14; Cavelier, June 30—both Canadian National.

To Bermuda, Santo Domingo, Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, Barbados, Trinidad and Demerara.—Chomedy, June 19; Cornwallis, July 3; Champlain, July 17—all Canadian National.

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Nelson, June 13; Lady Hawkins, June 27; Lady Drake, July 11—all Canadian National.

To Santiago (Cuba) and Kingston (Jamaica).—Caledonia, June 11 and July 9; Andalusia (also calls at Montego Bay and other Jamaica outposts), June 25—both Pickford & Black.

From St. John

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Hawkins, June 19; Lady Drake, July 3; Lady Nelson, July 17—all Canadian National.

From Vancouver

To Yokohama, Kobe, Shanghai, Hongkong and Manila.—Empress of Canada (also calls at Honolulu), June 12; Empress of Russia, June 26; Empress of Asia, July 24—all Canadian Pacific.

To Yokohama, Kobe, Miike and Hongkong.—Tyndareus (does not call at Miike), June 24; Protesilaus, July 15—both Blue Funnel.

To Yokohama, Kobe and Osaka.—Paris Maru (also calls at Dairen and Taku), Osaka Shosen Kaisha, June 11.

To Yokohama, Kobe, Osaka and Moji.—Arabia Maru, June 22; Arizona Maru (also calls at Shanghai), July 11; Manila Maru, July 16—all Osaka Shosen Kaisha.

To Auckland, Wellington, Lyttelton and Dunedin.—Golden Coast, June 17; Golden Cross, July 17—both Oceanic and Oriental Navigation Co.

To Honolulu, Suva, Auckland and Sydney.—Niagara, Canadian-Australasian Line, June 25.

To Napier, Lyttelton, Dunedin and New Plymouth.—Waikawa, Canadian-Australasian Line, July 10.

To Auckland, Wellington, Melbourne and Sydney.—Waiotapu, Canadian-Australasian Line, July 1.

To Brisbane, Sydney, Newcastle, Melbourne and Adelaide.—A steamer, in June and July—both Transatlantic SS. Co. Ltd.

To Manchester.—Pacific Trader, Furness (Pacific) Ltd., June 14; Fresno City, Reardon Smith Line, June 25.

To Liverpool, Southampton, London and Rotterdam.—Loch Monar, June 18; Nebraska, July 3; Delftdyk, July 17—all North Pacific Coast Line.

To Havre, Dunkirk, Bordeaux and Antwerp.—Oregon, French Line, July 5.

To Hamburg, Bremen and Antwerp.—San Francisco, June 12; Oakland, June 26; Vancouver, July 8; Seattle, July 22—all Hamburg-American Line; Eemdyk (also calls at Rotterdam), North Pacific Coast Line, June 26.

To Barcelona, Marseilles, Genoa, Leghorn, Naples, Venice and Trieste.—Cellina, June 28; Leme, July 26—both Navigazione Libera Triestina.

To Santos, Rio de Janeiro, Buenos Aires, Montevideo, Rosario and Santa Fé.—Villanger, June 13; Taranger, July—both Westfal-Larsen.

To Capetown, East London, Durban and Lourenco Marques.—Neptunian, early June; Crown City, June-July—both B.C. Shipping Agencies Ltd.

To Port of Spain (Trinidad) and Bridgetown (Barbados).—Stjerneborg, June 20; Lycia, July 20—both Canadian Transport Co. Ltd.

To Puerto Colombia.—Point Fermin, June 16; Point Montara, June 27; Point Sur, July 14—all Gulf Pacific Line.

Note.—Firms who desire information concerning ocean mail services may have their names placed on the mailing list of the Post Office Weekly Bulletin by applying to the Post Office Department.

CONDENSED LIST OF PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents.)
Canada-West Indies Conference (1920). (Price 25 cents.)
Canada-West Indies Conference Report (1925). (Price \$1.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1929).
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 10 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada, \$3.50; single copies, 10 cents.
Czechoslovakia as a Market for Canadian Products (1927). (Price 25 cents.)
Denmark as a Market for Canadian Products (1926). (Price 25 cents.)
Empire Tariff Preferences on Canadian Goods. (Price 25 cents.)
French-Canadian Homespun Industry.
Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)
Invoice Requirements: Leaflets covering the following countries: Argentina; Australia; Belgium; Brazil; Chile; China; Colombia; Cuba; Denmark; Finland; France; Holland; India; Italy; Mexico; Netherlands East Indies; New Zealand; Peru; South Africa; Switzerland; Turkey; Uruguay; and Venezuela. (Free.)
Lumber Market of Japan (1926). (Price 25 cents.)
Map of the World showing Trade Routes. (1922 Edition.)
Markets of British Malaya (1923). (Price 25 cents.)
Markets of Central America (1929). (Price 25 cents.)
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price 25 cents.)
Peru as a Market for Canadian Products (1926). (Price 25 cents.)
Points for Exporters: Leaflets covering the following countries: Australia; Belgium; the Bahamas; Brazil; British Honduras; China; Colombia; Cuba; France; Hayti; Hongkong; India; Jamaica; Japan; Mexico; British Malaya and Siam; New Zealand; South Africa; British West Indies; Netherlands; and the United Kingdom. (Free.)
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)
Sweden as a Market for Canadian Products (1928). (Price 25 cents.)
Switzerland as a Market (1929). (Price 25 cents.)
Trade of the African Sub-Continent (1928). (Price 25 cents.)
Trade of the New Countries of Southeast Europe (1921). (Price 25 cents.)
Trading Opportunities in Scandinavia (1922). (Price 25 cents.)
Trade Possibilities of the Baltic States (1929). (Price 25 cents.)
Trading with Colombia and Venezuela (1928). (Price 25 cents.)
Trading with Egypt (1921). (Price 25 cents.)
Trading with Greece (1921). (Price 25 cents.)
Trading with Spain (1926). (Price 25 cents.)
West Africa and its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.
Census of Canada.

Miscellaneous Statistics respecting the following: Business; Education; Employment; Finance (Provincial and Municipal); Justice; Transportation, including railways and tramways, express, telegraphs, telephones, water, etc.; Production, including agriculture, furs, fisheries, forestry, mining, construction and manufactures; Vital: Births, deaths, marriages, divorce.
Canada, 1930.
Year Book of Canada.
Report of the Dominion Statistician, Annual.
Trade (External) (Imports and Exports), Annual, Quarterly and Monthly.
Trade (Internal), Prices, cost of living, capital movements, etc.

CANADIAN GOVERNMENT TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, B. Mitre 430, Buenos Aires. (Territory includes Chile and Uruguay.) *Cable Address, Canadian.*

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

Commercial Agent: B. Millin, The Royal Exchange, Sydney, N.S.W.

Belgium

Jean J. Guay, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.* (Territory includes Roumania, Bulgaria, Hungary.)

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Ed. Da "A Noite," Sala 802, Praca Maua. *Cables, Canadian.*

British West Indies

Trinidad: R. T. Young. Address for letters—P.O. Box 125, Port of Spain. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*

Jamaica: F. W. Fraser, P.O. Box 225, Kingston. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, the Bahamas and British Honduras.) *Cable Address, Canadian.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—Daily News Building, 17 The Bund, Shanghai. *Cables, Canadian.*

Cuba

James Cormack. Address for letters—Apartado 1945. Office Address: Calle Obrapia 35, Havana. Cuba. (Territory includes San Domingo and Porto Rico.) *Cable Address, Canadian.*

France

Hercule Barré, 3 rue Scribe, Paris (9). (Territory includes French Colonies in North Africa, Egypt, Palestine, Syria.) *Cable Address, Cancomac.*

Germany

L. D. Wilgress, Gutfraus, Neuerwall 10, Hamburg 36. *Cable Address, Canadian.* (Territory covers Germany—except the Rhine Valley—Czechoslovakia, Austria, Poland, Esthonia, Latvia, Lithuania and Soviet Russia.)

Greece

Henri Turcot, 8 Metropole Street, Athens. (Territory includes Turkey.) *Cable Address, Canadian.*

Hongkong

Paul Sykes. Address for letters—P.O. Box 80. Office—Exchange Building, Hongkong. (Territory includes South China, the Philippines, and Indo-China. *Cables, Canadian.*

India and Ceylon

Richard Grew, P.O. Box 2003, office, 8 Esplanade Mansions, Government Place East, Calcutta. *Cable Address, Canadian.*

Irish Free State

J. H. English, 66 Upper O'Connell street, Dublin. *Cable Address, Canadian.*

Italy

A. B. Muddiman, Via Manzoni Nr. 5—Milan (102). *Cables, Canadian.* (Territory includes Spain, Portugal, Gibraltar, Canary Islands, Malta, Italian Colony in Africa, Albania, Jugoslavia, and Cyprus.)

NOTE.—Bentley's Second Phrase Code is used by Canadian Trade Commissioners.

Japan

Tokyo: J. A. Langley, Commercial Secretary. Address for letters, P.O. Box F. 101, Tokyo Central. Office, Imperial Life Assurance Building, Marunouchi, Tokyo. *Cables, Canadian.* Kobe: Acting Trade Commissioner. Address for letters, P.O. Box 230. Office, Chamber of Commerce Bldg., Kobe. *Cables, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. (Territory includes Central American Republics.) *Cable Address, Cancoma.*

Netherlands

J. C. Macgillivray, Beursplein 26B, Rotterdam. (Territory includes the Rhine valley and Switzerland.) *Cable Address, Canadian.*

Netherlands East Indies

G. R. Heasman, P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Yorkshire House, Shortland street, Auckland. *Cable Address, Canadian.*

Norway

F. H. Palmer, Jernbanetorget 4, Oslo. (Territory includes Scandinavian countries and Finland.) *Cable Address, Canadian.*

Panama

J. A. Strong, P.O. Box No. 222, Panama City. (Territory includes Venezuela and Colombia.) *Cable Address, Canadian.*

Peru

G. R. Stevens, Casilla 1212, Lima. Office, Calle Coca, 478. (Territory includes Bolivia and Ecuador.) *Cable Address, Canadian.*

South Africa

C. S. Bissett, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

London: Harrison Watson, Canadian Building, Trafalgar Square, S.W. 1, England. *Cable Address, Sleighing, London.*

London: J. Forsyth Smith, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C. 2. *Cable Address, Canfrucum.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany and Spain.)

Liverpool: Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street, *Cable Address, Canadian.*

Bristol: Douglas S. Cole, Sun Building, Clare street. *Cable Address, Canadian.*

Glasgow: Gordon B. Johnson, 200 St. Vincent Street, Scotland. *Cable Address, Cantracom.*

United States

New York City: Frederic Hudd, 44 Whitehall street. (Territory covers New England, Atlantic seaboard states, Pennsylvania; also the Bermudas.) *Cables, Cantracom.*

Chicago: R. S. O'Meara, Willoughby Tower, 8 S. Michigan Avenue. (Territory covers the Middle West and the Mississippi Valley.) *Cables, Canadian.*

San Francisco: H. R. Pousette, Suite 405, Alaska Commercial Building, 310 Sansome St. (Territory covers the Pacific seaboard and Rocky Mountain states.)

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Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. James Malcolm, M.P.

Deputy Minister: F. C. T. O'Hara

Director, Commercial Intelligence Service: C. H. Payne

Published in English and French. Subscription Price for either edition: \$1 per annum in Canada (single copies 5 cents each); \$3.50 outside the Dominion (single copies 10 cents each). Remittances, which may be made by Post Office or Express Orders, or Drafts, or Cheques, payable at par in Ottawa, should be addressed to the King's Printer, Government Printing Bureau, Ottawa.

Vol. XLII

Ottawa, June 14, 1930

No. 1376

TABLE OF CONTENTS

	Page		Page
New Facilities for Canadian Exporters to Mediterranean Ports and British East Africa	889	Economic Conditions in Japan . . .	912
Trade Commissioners on Tour . . .	890	Market for Automobile Tires in Japan	913
Irish Free State Radio Market . . .	891	Railway Construction in South China . . .	915
Review of Australian Trade, 1928-29 . . .		Hongkong and South China Market for Jams and Marmalades	916
III. Importations of Interest to Canada	893	Market for Old Newspapers in Hongkong and South China	918
Trade Notes from Northern Ireland . . .	899	No Market in Argentina for Low or Medium-quality Blankets	919
Empire Week in Belfast	900	Italian Trade in 1929—I	920
Market for Beeswax in Liverpool . . .	901	Italian Tariff Increase on Wheat and Flour	922
Liverpool Ships' Store Trade	902	Trade Inquiries	923
Liverpool Imports of Canadian Food-stuffs	903	Foreign Exchange Quotations	924
Trade of British Guiana in 1929 . . .	903	Sailings from Canadian Ports	925
Income Tax Returns of Trinidad . . .	907	List of Acts, etc., Administered . . .	927
Central European Commodity Markets in 1929—II	907	Commercial Intelligence Service . . .	928

NEW FACILITIES FOR EXPORTERS TO MEDITERRANEAN PORTS AND BRITISH EAST AFRICA

A contract has been entered into with Messrs. Elder Dempster & Company, 133 Board of Trade Building, Montreal, for the establishment of an entirely new subsidized steamship service between Eastern Canadian ports and ports in British East Africa, via the Mediterranean and Suez Canal.

Large steamers will leave Montreal once a month in the summer season, commencing in September next, and Halifax and/or St. John in the winter season, making a call at the Azores (at the option of the contractors), proceeding thence to Gibraltar, which is the gateway of the Mediterranean and a naval base. The steamers will then proceed to Malta, which is a large purchasing centre for the Army, Navy, and Royal Air Force stationed in the Mediterranean, and from thence to Alexandria, Egypt, whence the Elder Dempster steamers will call at either Jaffa or Haifa in Palestine.

The next call will be at Port Said, when the steamers will proceed through the Suez Canal to Suez, thence down the Red Sea, calling at Port Sudan, which is an important entrepôt for the large markets of British Sudan.

The next port of call is Aden, whence the steamers will proceed to Mombasa, which is the port serving the very important markets of Kenya Coyony and the Uganda Protectorate.

From Mombasa the steamers will proceed to Tanga, Zanzibar, and Dar-es-Salaam, the last-named being the terminal of the railway system into the Tanganyika Territory.

The next important port south of Dar-es-Salaam is Beira, in British East Africa, and this is already served by the Elder Dempster South African Line, which proceeds from Capetown up the east coast as far as Beira.

In September next therefore almost the whole of the coast line of Africa, beginning at West African ports on the west, and continuing round to South Africa and thence to Beira, then to British East Africa and round again to the Mediterranean, will receive a regular monthly service from Montreal in the summer, and from Halifax and/or St. John in the winter season.

Further particulars will shortly be published in the *Commercial Intelligence Journal*, together with an outline map clearly showing the route of the new service. It is hoped that Canadian exporters will take advantage of the provisions that have been made in this way for the development of new business.

Further information regarding rates, etc., may be obtained from Messrs. Elder Dempster & Company, 133 Board of Trade Building, Montreal. Information regarding the Mediterranean ports may be obtained from the Canadian Government Trade Commissioner in Italy, Mr. A. B. Muddiman, via Manzoni Nr. 5, Milan (102). There are at present no Trade Commissioners in Egypt or British East Africa, and any information regarding these countries may be obtained on application to the Director, Commercial Intelligence Service, Ottawa.

TRADE COMMISSIONERS ON TOUR

The following Canadian Trade Commissioners are at present on tour: Mr. James Cormack, Havana, Cuba; Mr. F. W. Fraser, Kingston, Jamaica; and Mr. G. R. Heasman, Batavia, Java. Subjoined are the dates of their itineraries as at present arranged:—

Mr. Cormack

Montreal... ..June 16 to July 5

Mr. Fraser

Windsor... ..June 16	Woodstock and Ingersoll June 24
Kitchener... ..June 17, 18	Hamilton... ..June 25 to 27
Guelph... ..June 19	Niagara Falls... ..June 28 to 30
Brantford... ..June 20 to 23	

Mr. Heasman

Oshawa and Bowmanville...June 17	Windsor, Ford and
Orillia... ..June 18	Chatham... ..June 23 and 24
Penetanguishene... ..June 19	London, St. Thomas,
Owen Sound... ..June 20	Ingersoll and St. Mary's...June 25, 26 and 27
Goderich... ..June 21	

Firms who desire to be brought in touch with the Trade Commissioners are requested, in the case of Montreal, to communicate either with the Assistant Secretary of the Montreal Board of Trade or the Secretary, Quebec Division, Canadian Manufacturers Association, and in the case of the other cities included in the above lists, with the Secretary of the Board of Chamber of Commerce in the respective cities.

IRISH FREE STATE RADIO MARKET

JOHN H. ENGLISH, CANADIAN TRADE COMMISSIONER

Dublin, May 20, 1930.—Exhaustive inquiries into the possibilities of marketing Canadian radio receiving sets in the Irish Free State have recently been completed, and reveal the fact that the ordinary receivers as commonly used in Canada are not for several reasons entirely suited to this market.

Radio broadcasting in the Irish Free State is a state monopoly in the hands of the Department of Posts and Telegraphs. At the present time there are two broadcasting stations in operation. The one in Dublin operates at one kilowatt and uses a wavelength of 413 metres (734 kilocycles), while the other, situated at Cork, is one kilowatt and uses 224.4 metres (1,337 kilocycles). As these two stations are not powerful enough to reach the outlying districts of the country, it has been announced that a powerful station is to be erected shortly in central Ireland, which will bring many residents in the midlands and west within crystal range. When this station is completed, it is anticipated that the use of radio sets will extend considerably, with a corresponding increase in the number of licences issued.

For the year 1929 the number of receiving sets licensed in the Free State totalled 25,733 as compared with 26,406 in 1928 and 26,936 in 1927. With a population of 2,970,000, the 1929 total shows that there is roughly one radio for every 111 persons in this country. As compared with this, the number of licensed sets in Canada last year totalled 336,972, which indicates one set for every 29 persons in the Dominion.

The great difference in numbers is said to be caused principally by the fact that no sets are manufactured within the Free State, and that there is an import duty of 33½ per cent which raises the prices of even the less pretentious sets beyond the means of the average prospective buyer. In addition to this, the annual licence fee of 10s. on all private sets, whether crystal or tube, is a handicap on sales.

TYPES OF SETS CHIEFLY USED

A great number of popular models of radio sets are being sold in the Free State. No details are available to show the various types chiefly in demand, but advice received through local dealers would indicate that the small and inexpensive two- and three-valve sets are the principal sellers. According to official sources, over 17,000 of the 26,000 sets licensed are valve-equipped. The better-known and well-advertised English-made sets such as Phillips, Mullard, Osram, Pye, and Kolster control the market, and at least 75 per cent of all the sets sold are table models. Console sets with built-in loud speakers are not common except in the more expensive sets, as enthusiasts seem to prefer a separate loud speaker which can be moved from room to room at will.

Portable two- or three-tube sets requiring no aerial are becoming popular with certain sections of the people, while electrically operated sets promise to play an increasingly important part in this trade in the future.

NUMBER OF TUBES

The ordinary set used here has only two or three tubes, and in practically no case more than five. As compared with this, the average Canadian radio is equipped with not less than six tubes, with the result that power consumption is greater and in many cases reproduction distorted. The larger number of tubes also has the tendency of making the static interference more pronounced than is ordinarily the case with a set having fewer valves. In Europe there are in the neighbourhood of 155 medium wave-length broadcasting stations, and when

it is realized that practically any British three-tube receiver will bring in most of these stations with a fair amount of volume, it is difficult to reconcile the value of having six or more tubes available. Actual tests which have been carried out by a local importer with a Canadian set have proved these facts. One difficulty which arises, however, is that of obtaining tubes here suitable for Canadian radios. Most Canadian sets are made to take a tube which is well known and readily obtainable in Canada, whereas some difficulty might be experienced in securing replacements in the Irish Free State.

WAVE-LENGTH

In Canada the medium wave-length for broadcasting is almost entirely used to the exclusion of short-waves and long-waves. The situation in Europe generally is quite different, and in this connection lies the chief difficulty in marketing Canadian radio sets here. In Europe, including the British Isles, broadcasting is spread over a range of from 200 metres to 2,000 metres. According to the *World Radio* magazine, there are 35 stations broadcasting on wave-lengths from 555 metres to 2,000 metres, and practically all of these are central high-powered stations, with the result that they usually offer good programs and are easy to tune in with sets having only three tubes. On the other hand, there are in the neighbourhood of 120 stations broadcasting on medium wave-lengths of from 200 metres to 555 metres, so that the medium-wave field is a great deal more congested than the long-wave. The result is that overlapping of medium-wave stations is frequent and makes tuning-in more difficult and heterodyning very troublesome, particularly during the busy hours. As a consequence of this, radio users here demand a set capable of receiving both long- and medium-wave stations and are not interested in any set which will not conform to these conditions.

To meet this demand, British and Continental manufacturers have perfected and produce only sets which have interchangeable coils or which, by means of a panel switch, are capable of being converted from a medium-wave receiver to a long-wave receiver. Under the circumstances it is considered useless to attempt to introduce a Canadian set in this market unless it complies with the demands of the radio-using public. Some time ago a United States firm manufactured a set of this type especially for the British and Continental market with good results, but owing to a change in policy resulting in the discontinuance of the combination medium- and long-wave sets, it is reported that sales ceased almost immediately.

BATTERY VERSUS ELECTRIC SETS

Until the past year, when the completion of the Shannon hydro-electric scheme popularized electricity, practically no electric radios were sold in the Free State. Although owing to price the sale of electric sets is still small, several good makes have come on the market and are reported to have been received well. Undoubtedly the demand will ultimately be almost entirely for electric sets, but at the same time, until the use of electricity in the Free State becomes more common, particularly in the country districts, battery-operated sets will continue to be sold in substantial quantities. Under the Shannon scheme the electricity produced in the Free State to a large extent has become unified as to voltage, etc., so that it can be taken that in the Dublin area the electric supply is 200 volts A.C., while in the country districts it is 220 volts A.C.

PRICES

Owing to a customs duty of 33½ per cent on all radio apparatus and accessories imported into the Irish Free State, the prices asked for sets in this country

are probably somewhat higher than in Canada. The following will give an indication of the retail price range on various models. In each case the price is for a table model; loud speaker, valves, batteries, etc., not included and being extra. For battery-operated table model sets retail prices in Dublin range from £2 to £50 or £60 as follows:—

	£	s.		£	s.
1 valve receiver from	2	10	to	3	0
2 valve receiver from	6	0	to	8	0
3 valve receiver from	10	0	to	14	14
4 valve receiver from	14	0	to	26	0
5 valve receiver from	40	0	to	50	0

Loud speakers of varying qualities are obtainable from £1 10s. to £10 10s. A good well-known all-electric set with four valves complete retails at £45.

IMPORTS

The imports of wireless radio sets and parts into the Irish Free State during the past five years are of particular interest in view of the fact that, as practically no manufacturing of radio apparatus is carried on within the Free State, an accurate indication of the market consumption is obtained. During 1925 the value of importations totalled £84,966, which increased in the following year to £90,211. Up to this time there was no tariff restriction on imports, and the prospects were that the use of radio would expand greatly. However, during 1926 a customs duty of 33½ per cent on all sets and parts had the effect of curtailing importations for the following twelve months by nearly £20,000, making a total for the year of £74,613. This was only temporary, however, as in the two succeeding years importations increased and finally surpassed the 1926 figure by roughly £3,000. The total for 1928 was £84,431, and for 1929, £93,115.

Not included in the foregoing figures are batteries, accumulators, and parts for use other than in motor cars, which have shown a steady decline from £58,917 in 1925 to £28,204 in 1929. A customs duty of 33½ per cent from all countries is also imposed on these items.

REVIEW OF AUSTRALIAN TRADE, 1928-29

D. H. ROSS, CANADIAN TRADE COMMISSIONER

III

Importations of Interest to Canada

It is considered that, as in previous years, statistical returns supplemented by brief comment on the principal lines of goods and products of likely interest to Canadian manufacturers is all that is necessary to emphasize the large trading requirements (under normal conditions) of the Commonwealth.

The trade returns of Australia are available for reference at the Department of Trade and Commerce, Ottawa, to which application should be made for any special return required by manufacturers and exporters.

There are 1,448 distinct classifications of the importations into Australia in 1928-29, hence it is obviously impossible to condense within the limits of this report a comprehensive review of all the items, nor is it considered that any special service could be rendered to Canadian trade by commenting upon all the schedules. In subsequent paragraphs will be found particulars relative to such leading lines of Australian imports as are considered to be of special interest to Canadian manufacturers.

AUSTRALIAN IMPORTS OF AGRICULTURAL IMPLEMENTS

The demand for agricultural machinery and farming implements fluctuates according to climatic conditions, to new areas of country being opened up by settlement, and to stocks carried over to the following season.

The total imports of agricultural machinery and implements from all countries into the Commonwealth for the years 1926-27 to 1928-29 are shown thus:—

Australian Imports

Agricultural machinery, etc.—

1926-27	£722,094
1927-28	691,343
1928-29	611,875

CANADIAN AGRICULTURAL IMPLEMENTS

For many years Canada has maintained the predominating position in the imported agricultural implement and machinery trade of the Commonwealth. In many instances the implements have been evolved by the engineering experts of importing houses and manufactured in plants in Canada and the United States to meet Australian conditions. Branch houses with experienced sales organization and capable agents have been material factors in the (hitherto) magnitude of this business.

For cultivating, sowing, and cutting the importations are, in the main, agricultural machinery made in Canada and the United States. In normal years the importations from the United Kingdom are chiefly composed of plough-shares, plough-boards, and minor articles used by Australian manufacturers in the construction of their implements. A limited number of threshing outfits, rollers, and cream separators are of British manufacture.

For comparative purposes, the annexed schedule illustrates the value of Australian importations from the three principal sources of manufacture—Canada, the United States, and the United Kingdom—for the last three years:—

Agricultural Machinery	From Canada	From United States	From United Kingdom
Australian imports—			
1926-27	£361,591	£252,050	£100,006
1927-28	308,564	273,188	96,500
1928-29	311,732	185,666	103,628

REAPER-THRESHERS AND REAPERS AND BINDERS

For a time the Canadian reaper-thresher almost entirely superseded stripper-harvesters, but recently the latter have come into some favour. This is said to be attributable to two causes, one being that stripper-harvesters are sold at lower prices, and the other that for several seasons the wheat crop in Australia has, through climatic conditions, been easily harvested. Yet it is generally admitted that the Canadian reaper-thresher has demonstrated its superiority, and especially so when the crop has been forced down by either rain or strong winds.

The cultivation of rice in the irrigated districts in New South Wales is steadily increasing, and a market has been found for Canadian reaper-threshers which have been specially adapted for the harvesting of this product.

The volume of the reaper-binder trade is steadily declining, chiefly through the increasing sale of tractors and other motive-power appliances. No accurate estimate can be given of the extent of the sale of either imported or locally made binders, as they are now included in the same classification as threshers, for which the appended tabulation of the comparative importations for the last two years is submitted:—

Country of Origin	1927-28	1928-29	Inc. or Dec.
United Kingdom .....	.....	£ 61	+£ 61
Canada	£ 92,100	92,252	+ 152
United States	89,893	22,531	- 67,362
	£181,993	£114,844	-£67,149

DRILLS—FERTILIZER, SEED, AND GRAIN

The demand for drills has, through adverse climatic conditions temporarily at least declined, though Canadian makes are maintaining their position in the Australian trade. The cultivating drill known as "the combine," which cultivates the land and sows the seed in one operation, is in chief demand.

The appended schedule illustrates that the trade in imported drills continues to be held by Canadian implement factories:—

Country of Origin	1927-28	1928-29	Decrease
United Kingdom	£ 640	£ 97	-£ 543
Canada	104,644	89,929	- 14,715
United States	6,816	2,534	- 4,282
Other countries	138	30	- 108
	£112,238	£92,590	-£19,648

PARTICULARS CONCERNING AUSTRALIAN TRADE IN MINOR IMPLEMENTS

Comparatively minor—though by no means unimportant in volume and values—lines of farming implements, not commented upon elsewhere, together with the bearing of Australian competition thereon, are briefly reviewed as follows:—

Garden and orchard implements are chiefly imported from the United States, though some Canadian lines share in this trade.

Lawn Mowers.—Well-established makes of British and United States lawn mowers continue to hold the bulk of Australian requirements, though Canadian mowers have, to a limited extent, been introduced. Within the last two years an Australian plant has been established with a considerable capacity, and recently an English company announced that they proposed starting a branch factory in the Commonwealth.

Channel graders and scoops, chiefly from the United Kingdom and the United States—as well as some of Australian manufacture—are used in irrigation and swamp reclamation works.

Scufflers have recently been imported in increased numbers of the horse-hoe type and some Canadian types have benefited by this trade, particularly through settlement in Western Australia.

Cotton cultivating machines, chiefly of a small type, have a demand in Queensland, but this line is so far comparatively limited in extent.

Corn Planters.—In Australia corn planters are known as maize drills. What is known as the check-row planter in North America has not found favour in Australia. Under normal seasons the sale of single-row corn planters—or maize drills—is not estimated to exceed 1,000 planters, of which importations are from Canada and the United States. The sale is chiefly in the States of Queensland and New South Wales. It is estimated that about one-third of the planters are equipped with a small fertilizer attachment to permit the sowing of superphosphates or bone dust along with the corn.

Lime Spreaders.—A recurrent demand exists for lime spreaders to overcome the sourness of soil caused by the continued use of superphosphates as a fertilizer. The spreaders are in chief demand in the districts where lucerne (alfalfa) is under cultivation. The majority of the machines in use are made in Australia, but Canadian spreaders participate in the trade. A new type for pastures as well as agricultural areas has recently been marketed which spreads

the fertilizer by a rotary movement, the spreader being sometimes attached to a motor car; thus very large areas can be fertilized daily.

Hay Rakes.—With the exception of one line, made to a limited extent in Australia, hay rakes are imported from Canada and the United States, the trade in which is about normal, depending entirely upon climatic conditions.

Mowers are mainly used for cutting lucerne (alfalfa), which is a quick-growing crop; hence these machines are in operation the year round in Australia. Mowers of domestic manufacture are now being sold to a limited extent.

Stump-jump ploughs in recent seasons have so greatly declined in importations that the line is almost negligible in value so far as imports from overseas are concerned.

Ploughs (other than stump-jump) form a leading line with Australian makers, though there are several Canadian manufacturing companies sharing to a considerable extent in this trade. One Melbourne industry has specialized in a line of orchard disc ploughs which commands an extensive sale.

Attachments and Replacements.—With much enhanced costs of all implements, farmers are now taking better care of their cultivating and harvesting outfits, hence the strong demand for replacements is an indication in this regard. Australian factories have increased their trade in points for drills and "combines." All importers of agricultural machinery and implements, and their country agents, hold stocks of parts, through which investment considerable capital is tied up in, obviously, a vital adjunct to successful trading.

AUSTRALIAN IMPORTS OF AGRICULTURAL MACHINERY CLASSIFIED

Many items of agricultural machinery of minor importance are included in the Commonwealth trade classification with items of considerable value. The classification and values of the importations into Australia (not previously given) are tabulated thus for ready reference:—

Country of Origin	1927-28	1928-29	Inc. or Dec.
Ploughs, stump-jump and other; plough-shares and mouldboards—			
Total imports	£ 79,719	£ 78,597	—£ 1,122
United Kingdom	4,114	4,943	+ 829
Canada	47,565	49,459	+ 1,894
United States	27,961	24,131	— 3,830
Mowers—			
Total imports	£ 11,675	£ 23,095	+£11,420
United Kingdom	404	1,089	+ 685
Canada	4,894	12,482	+ 7,588
United States	6,105	8,952	+ 2,847
Hay rakes, horse-drawn—			
Total imports	£ 4,368	£ 4,540	+£ 172
United Kingdom	8	253	+ 245
Canada	1,567	2,722	+ 1,155
United States	2,793	1,464	— 1,329
Disc cultivators, cultivators n.e.i., harrows, scarifiers—			
Total imports	£ 63,214	£ 77,733	+£14,519
United Kingdom	1,116	2,437	+ 1,321
Canada	32,357	48,767	+ 16,410
United States	29,277	25,239	— 4,038
Corn shellers, corn huskers, combined corn sheller, husker and bagger, combined corn sheller and husker—			
Total imports	£ 598	£ 968	+£ 370
Canada	216	423	+ 207
United States	382	497	+ 115
Garden and field rollers, garden hose, reels, lawn mowers, sweepers and sprinklers, spraying machines and syringes—			
Total imports	£114,463	£117,395	+£ 2,932
United Kingdom	39,925	45,353	+ 5,428
New Zealand	1,097	—	— 1,097
France	879	1,184	+ 305
Germany	3,408	1,860	— 1,548
United States	68,996	68,243	— 753
Other countries	87	751	+ 664

Country of Origin	1927-28	1928-29	Inc. or Dec.
Metal parts for agricultural machinery, knife sections, ledger plates, etc.—			
Total imports	£ 36,944	£ 27,433	—£ 9,511
United Kingdom	4,761	3,792	— 969
Canada	19,633	11,511	— 8,122
United States	12,543	12,081	— 462
Seats, poles, swingle-bars, yokes and trees for agricultural machines when imported separately—			
Total imports	£ 1,060	£ 825	—£ 235
Canada	641	407	— 234
United States	325	340	+ 15
Disks for agricultural implements, mouldboard plates in the flat, whether cut to shape or not—			
Total imports	£ 36,733	£ 36,288	—£ 445
United Kingdom	32,804	31,787	— 1,017
Canada	1,259	2,160	+ 901
United States	2,538	2,339	— 199
Implements and machinery (agricultural, etc.) n.e.i.—			
Total imports	£ 15,780	£ 8,208	—£ 7,572
United Kingdom	716	1,138	+ 422
Canada	2,145	888	— 1,257
New Zealand	1,228	262	— 966
Belgium	15	286	+ 271
France	1,242	448	— 794
Germany	362	446	+ 84
Luxemburg	538	212	— 326
Sweden	12	436	+ 424
United States	9,203	4,087	— 5,116

IMPROVED OUTLOOK FOR TRACTORS IN AUSTRALIA

While the demand for farm tractors is increasing, sales have been curtailed by reason of many Australian farmers—through adverse seasons—not being in a position to finance such purchases. The trade is being chiefly developed by branch houses of oversea implement manufacturers who guarantee the essential service and have replacements available at the shortest notice.

The imports of tractors into Australia in 1927-28 and 1928-29 were valued respectively at £1,166,155 and £1,219,954. The chief sources of supply in 1928-29 were the United States (£1,182,457), the United Kingdom (£72,620), Germany (£47,040), Switzerland (£8,598), Canada (£5,231), and Sweden (£3,384).

When the customs duties were—on strong representation of farmers—reduced, the Commonwealth Government concurrently granted a system of bonuses on the manufacture of tractors in Australia upon the following basis:—

Over 12 b.h.p. and up to 18 b.h.p. each	£40 (\$194 67)
Over 18 b.h.p. and up to 25 b.h.p. each	50 (243 33)
Over 25 b.h.p. and up to 35 b.h.p. each	70 (340 67)
Over 35 b.h.p. upwards each	90 (438 00)

These bonuses are applicable to internal combustion engines, but on any other types the rates will be fixed by the minister after the Tariff Board has investigated and reported upon the application. Some Australian manufacturers of agricultural machinery, and also some engineering companies, are—through the incentive of the bonus—making tractors through the demand having assumed considerable importance.

Tractors are now duty-free if made in the United Kingdom, and are dutiable at 11 per cent net if made in all other countries (including Canada). The largest demand is for a tractor suitable for a small area of from 200 to 300 acres.

CANADIAN BINDER TWINE

As emphasized in a former report, the manufacture of binder twine and cordage is an old-established Australian industry, and with a customs duty of £6 per ton on imports of binder twine from the United Kingdom and £7 per ton from all other countries, the domestic product has a decided advantage.

In 1927 one Canadian company succeeded in obtaining an order for 1,000 tons, which in effect caused Australian manufacturers to lower their prices and regain their hold upon the market. Only under exceptional conditions does it appear probable that oversea binder twine can meet domestic competition.

The importations into Australia during 1927-28 and 1928-29 are as follows:—

	1927-28	1928-29
Total imports	£64,048	£4,098
United Kingdom	9,416	3,381
Canada	52,092	....
New Zealand	2,540	717

IMPORTATION OF FARMING IMPLEMENTS, 1930-31

Drought conditions in the season of 1929 caused a poor harvest throughout the Australian wheat-growing areas. The recurrent uncertainty of each successive season makes it almost a gamble in placing orders oversea for agricultural implements and machinery, for if drought occurs there is certain to be a large carry-over, and, inversely, if the harvest proves to be exceptionally good importers are often at their wits' end to supply the demand. The position to-day is that while importers have fair stocks of some lines carried over from last season, they are likely to be in short supply of reaper-threshers, cultivators, and drills which are now on the "prohibited" list.

As this mail closes the outlook has materially improved because of a wide rainfall during the last few days, thus giving farmers an opportunity to prepare their areas for seeding, thereby tending to a greater demand for cultivating implements. Poor crops have an important bearing upon both sales and collections, and it can be conceded that the implement business in Australia has in recent months—in common with others—experienced a period of considerable depression. Under existing trading conditions in Australia, it can with confidence be anticipated that the value of importations of implements for the balance of 1930 will be substantially less than in recent years.

AGRICULTURAL IMPLEMENTS EXPORTED FROM AUSTRALIA

Some years ago a Melbourne agricultural implement factory had established a considerable export business to the Argentine Republic, but through labour troubles and difficulties in transportation their lines were ultimately unable to meet competition from countries more favourably situated. To overcome this disability, and to endeavour to regain their lost export trade—besides entering into the Canadian market—the company recently acquired an interest in a plant established at Waterloo, Ontario, which is now in a fairly large production stage and is capable of future expansion.

The values of Australian-made agricultural implements and machinery exported from the Commonwealth in 1927-28 and 1928-29 (chiefly to South Africa, New Zealand, Fiji and other South Sea islands) are shown thus:—

	1927-28	1928-29	Inc. or Dec.
Cream separators	£ 494	£ 131	—£ 363
Ploughs and harrows	12,696	9,029	— 3,667
Stripper harvesters	7,051	4,427	— 2,624
Strippers . . . . .	....	235	+ 235
Harvester parts	1,833	17	— 1,866
Implements (unspecified)	22,848	23,718	+ 870
	£44,972	£37,557	—£7,415

AUSTRALIAN AGRICULTURAL IMPLEMENT FACTORIES

Despite the exceedingly high customs duties on competing imported farming machinery and implements, and the natural protection of oversea freights

and other importing charges, the position to-day is that Australian manufacturers have recently reduced their output and some of the principal plants are only working half-time. The large carry-over of machines from last season, together with a recent prolonged spell of dry weather, are the reasons. Thus the outlook generally for the season of 1930-31 scarcely indicates that a normal year's trading will be realized.

There are manufacturers of agricultural implements and machinery in every Australian State—some of very considerable magnitude—but the largest plants are in Melbourne, Adelaide, and Sydney, besides which there are also many comparatively small factories in country districts, some of which specialize in a particular type of farming equipment.

The following table gives particulars concerning Australian agricultural machinery factories for the years 1926-27 and 1927-28 (the latest available):—

	1926-27	1927-28	Inc. or Dec.
Number of factories	155	157	+ 2
Number of employees	6,636	5,729	— 907
Actual horse-power of engines used	6,002	6,355	+ 353
Approximate value of land and buildings	767,817	789,966	+ 22,149
Approx. value of plant and machinery..	686,821	682,270	— 4,551
Total amount of wages paid	1,501,725	1,291,330	—210,395
Value of fuel used	82,651	87,996	+ 5,345
Value of raw material worked up	1,574,492	1,335,986	—238,506
Value of final output	3,819,449	3,303,557	—515,892
Value added in process of manufacture.	2,162,306	1,879,575	—282,731

TRADE NOTES FROM NORTHERN IRELAND

G. B. JOHNSON, CANADIAN TRADE COMMISSIONER

Glasgow, May 28, 1930.—Since the inauguration of direct shipments from California ports to Belfast, the use of California canned fruits in this market has been extended greatly.

FLOUR

The trade in flour is not good at present, but it appears that Canadian spring wheat flour is the best buy owing to the home millers finding such a poor market for offals. A lot of Canadian flour has been going into the Belfast market for three months past.

In Londonderry blended wheat flours seem to be used by bakers in increasing quantities. These are a mixture of hard spring and Plate wheats. It is unlikely that the All-British loaf would sell freely in this district by reason of the heavy freight payable from points where English wheat flour is milled. In any case, English wheat flour is too soft for the quality of bread preferred and is used only for biscuit making. Northern Ireland bakers are kindly disposed towards Empire flour, particularly Canadian. Most of the small bakers have been forced out of business through the advent of machinery and the bread trade is now in the hands of large factories.

There is a good deal of home baking carried on especially in country districts; the variety of flour used is that milled from soft winter wheat almost entirely produced by British millers.

Londonderry is served by the Oriole Line from New York and other United States ports at intervals of about five weeks.

In addition to the local importers, Belfast agents of Canadian mills call weekly on the bakers.

FLAX

While the linen industry is still depressed, many new methods are being evolved, and machinery developed, for cheapening flax for the spinner. In some

cases it is claimed that the new methods will allow the use of Canadian Western flax straw, which has hitherto been burnt as useless. One important firm has arranged for a trial shipment of 50 tons of flax straw from the Dominion. This, however, is not for linen manufacture.

FISH

This area—in fact, the whole kingdom—is so near sources of supply of fresh fish that imports from distant countries in any quantity seem unlikely, although supplies of frozen salmon from British Columbia are bought by Belfast wholesale firms from importers in Liverpool and London. As a result of the educational campaign of the Empire Marketing Board, cheap local fish, such as skates and gurnets, are now finding a market. Wet fillets from Iceland, unsaleable a few years ago, are also on the market. There is a restricted market for canned lobsters.

TIMBER

The timber trade is not more than fairly good at present. One broker in Belfast is interested in a new connection in Canada for Douglas fir, and for ready-made doors if they can be made competitive in price. Although the local trade unions have passed a resolution prohibiting their members from hanging imported doors, the regulation appears to be ineffective. The Government of Northern Ireland still pays a subsidy on houses, continued from year to year.

The Belfast trade in Canadian timber is mainly in spruce deals. Canadian deals are preferred to Norwegian or Swedish as it is thought they are better bearing. For internal work, the Scandinavian countries sell spruce planed and ready to be put down. One important firm of importers expresses some surprise that Canadian firms also do not plane their spruce.

From St. John a good quantity of birch planks is brought into the port of Belfast. These are 2 and 3 inches and a few 4 inches thick by 6 inches to 14 inches wide (average 9 inches), and 8 feet to 16 feet long. They are used largely in the manufacture of chairs.

The firm referred to above, who have done business with Canada for many years, inquire whether there are available any "wintering" stocks of spruce deals. This firm has also a market for rock elm planks, chiefly 3 inches thick, from 6 to 12 inches wide, and all 12 feet to 16 feet long, chiefly 12 feet. They have had no offers from Canada for a long time, and they want them. They could be utilized in place of hickory for shaft-making. This firm usually import all their own material, but sometimes act through brokers.

EMPIRE WEEK IN BELFAST

G. B. JOHNSON, CANADIAN TRADE COMMISSIONER

Glasgow, May 28, 1930.—Belfast has just been celebrating Empire Week, the fourth of the series, and on the same scale as the first held in 1927.

The Week just closed was under the patronage of the Governor of Northern Ireland, the Duke of Abercorn, and enlisted the active co-operation of the Ministry of Commerce of Northern Ireland. Canada, through the efforts of the Canadian Exhibition Commission, the Director of Canadian Trade Publicity in Great Britain, and the Canadian Government Trade Commissioner, was well represented. The Dominion had an unusually attractive and effective display of food products as part of the exhibition of Empire products at the Ulster Hall under the auspices of the Empire Marketing Board. When the show was over, the entire Canadian display was purchased, through this office, by one of the leading firms in Belfast.

Canadian films were distributed among leading picture houses and shown during the week, large quantities of suitable literature were distributed from the Canadian Stand, and considerable newspaper advertising and publicity was obtained.

One of the big features of the week was a street parade of British industry and commerce, and another was the parade of units from the Army, Navy and Air Force.

As the Empire Week coincided with the annual meeting of 600 members of British Associated Chambers of Commerce, held this year in Belfast, there was a special opportunity to make the most of the affair, and to quicken the interest in Empire Trade among this important section of the leaders in British trade and commerce.

MARKET FOR BEESWAX IN LIVERPOOL

HARRY A. SCOTT, CANADIAN TRADE COMMISSIONER

Liverpool, May 22, 1930.—Liverpool has for many years been recognised as one of the leading European trading centres for beeswax, which is imported from a number of countries.

Beeswax is used chiefly in the manufacture of various polishes, for candles, and for insulation. Two types are recognised by the trade, namely soft waxes such as those obtainable from West and East Africa, Portugal, Morocco, and Madagascar, and the harder varieties which are imported largely from certain South American countries, notably Chile. The softer waxes are suitable for the manufacture of the cheaper types of candles, floor polishes, etc., and of this variety the largest source of supply is West Africa. For certain uses, however, such as insulation work in the electrical industry and for the manufacture of high-class church candles, a hard beeswax is required. In the opinion of one importer, New Zealand produces one of the hardest and best quality waxes, but it is understood that production in that country is usually absorbed locally; only an occasional ton-lot is available from that source. As far as can be learned, there have been practically no shipments of United States wax to this market since the war, presumably on account of domestic demand. At the present time, one Liverpool firm specializing in beeswax, and depending largely on Chile, is looking for a new source of supply of a hard wax dependable in quality, and would like to have samples from any Canadian producers for testing purposes.

Prices vary a good deal according to quality, and beeswax, like a great many other raw materials, has suffered considerably during the past few months through falling markets. Twelve months ago average prices for most of the softer types of beeswax ranged from 160s. (\$38.95) to 170s. (\$41.35) per cwt. c.i.f. Liverpool, but recent offers have been anywhere from 110s. (\$26.75) to 130s. (\$31.63). Chilean beeswax has been sold recently at around 160s. (\$38.95) per cwt. A ten-ton order by a consumer is considered to be a fairly large purchase in this market. Beeswax is imported usually in blocks or moulds, packed in bags or wrapped with strong sacking, although some is imported in large chunks, and it is occasionally packed in barrels.

Importers emphasize the necessity of shipping only wax that is absolutely pure and free from any adulteration with such substances as paraffin. Colour seems to be immaterial, the main requirements being hardness, purity and uniform quality.

Any interested Canadian firms are invited to communicate with the Canadian Trade Commissioner at Liverpool.

THE LIVERPOOL SHIPS' STORE TRADE

G. A. NEWMAN, ASSISTANT TRADE COMMISSIONER

Liverpool, May 27, 1930.—As the second port in the United Kingdom, the clearances from which in 1928 numbered 5,948 of a net tonnage of 9,527,635, Liverpool is the centre of a great ships' store trade. Generally speaking, the products handled are limited to goods capable of being stored for an indefinite period, such as (among provisions) smoked ham, bacon, cheese, butter, codfish, flour, oatmeal, split peas, barley, salmon, sardines, and soups. No vessel can be cleared from port without a minimum supply of certain provisions for its crew, and these must bear the seal of the Board of Trade inspector certifying that they are up to Board of Trade standards. Usually such goods are inspected in bulk lots at the manufacturers' or importers' warehouse for a set fee per unit inspected. The seal then issued is valid for a stated period, varying from a month to six months according to the product. Standards set by the Board of Trade for some of the items of interest to Canadian producers are as follows:—

Tinned Salmon.—Equal to best Alaska reds; tins to be protected from rust.

Dried or Compressed Vegetables.—Vegetables shall be fresh and sound and in good strong tins, the tins being painted or otherwise protected from rust. No dried or compressed mixed vegetables containing more than 10 per cent potatoes or 5 per cent peas, will be passed.

Peas, Green.—Good sound blue peas to break when boiled.

Flour.—Flour shall be of fine grade, milled from fully matured, good sound wheat containing a proper proportion of nutritious matter. If shipped in barrels, the barrels must be new, properly made from seasoned wood, thoroughly tight and lined with suitable paper.

Condensed Milk.—Milk sweetened or unsweetened, condensed from full cream natural milk without the addition of any foreign substance (except sugar in the case of sweetened milk), or the abstraction of any natural milk solids. The milk must be free from preservatives other than sugar and on analysis must show at least 10 per cent of fat. (Condensed milk must be furnished to ship's crew by weight, the weekly allowance for each man being one-third pound.)

Butter.—Butter shall be thoroughly sweet, packed in good tins, tins being painted or otherwise protected from rust; may contain salt, and must be equal in quality to the best salted Cork butter.

Most of the large steamship companies have their own purchasing departments and warehouses, and buy direct from the manufacturer, except where the amount required is too small to warrant this method, in which case the goods are purchased from ships' store dealers who in turn buy from manufacturers' agent or importers. Moreover, many of the larger steamship companies purchase their supplies as required at foreign ports of call, and this has led to a serious curtailment of the ships' store trade at such ports as Liverpool in the last twenty years.

Sales to shipping companies are frequently made on a contract basis covering from three to six months, though the practice of competing for individual orders is common. Some manufacturers have their agents canvass the shipping companies to induce them to specify their particular brand of goods when buying from ships' store dealers. Such orders are then dealt with through the usual trade channels.

As in most other trades, ships' store dealers have suffered from the extreme trade depression of the past year. The decreased demand for cargo space during the last few months has resulted in many regular freighters and tramp cargo vessels being temporarily withdrawn from service. This is materially affecting the outlet for ships' stores and dealers have consequently assumed a cautious attitude and are buying on a hand to mouth basis, thus making it necessary for the manufacturer or importer to assume the liability of warehousing the goods until practically sold.

LIVERPOOL IMPORTS OF CANADIAN FOODSTUFFS

HARRY A. SCOTT, CANADIAN TRADE COMMISSIONER.

Liverpool, May 15, 1930.—The following statistics covering importations of certain foodstuffs into Liverpool via regular steamers during the periods from April 1 to March 31 for the years 1927-28, 1928-29, and 1929-30 respectively may be of interest to Canadian exporters:—

	1929-30	1928-29	1927-28
CheeseBoxes	118,713	168,640	157,596
Block cheese (processed)Bundles	15,259	23,602	48,025
Cartons and cases	6,598	9,887	11,060
Bacon, hams.. . . .Boxes	17,740	13,767	24,917
BaconBales	8,109	14,462	31,215
Buttermilk powderBags	100	....	....
Buttermilk, semi-solidTierces	234	568	767
Barrels	221	320	96
Kegs	85	222	....
Skimmed milk powderCases	60	40	470
Barrels	1,041	1,264	1,167
Maple syrupCases	10	47	....
Crates	25	6	....
Tongues, ribs, etc... .Tierces and barrels	284	622	561
Concentrated apple juiceCases	1,550	2,200	2,400
HoneyCrates	175	....	....
Cases	250	} 240	430
Cartons	520		20
Apples, evaporatedCases	550	150	3,315
Bundles	....	....	473
Canned meats, soups, veg., fruits, etc...Cases	5,580	28,938	47,558
Frozen meats, offals, etc.Packages	4,403	11,164	38,528
Frozen poultryCases	110	20	100
EggsCases	3,253	1,375	7
Frozen salmonCases	17,518	8,347	11,201

* The word bundle is a regular trade term used when five or six small packages are battened together for transportation purposes.

TRADE OF BRITISH GUIANA IN 1929

R. T. YOUNG, CANADIAN TRADE COMMISSIONER

I

Port of Spain, Trinidad, May 14, 1930.—The total value of the trade of British Guiana, excluding transhipments, amounted to \$22,906,971, made up of imports \$10,635,431, and exports \$12,271,540, a decrease of \$3,879,188 on the trade of the previous year, and of \$4,979,327 on that of 1927. The value of goods in transit, transhipped to other countries through the ports of the colony was \$614,246 as compared with \$775,606 in 1928.

For statistical purposes imports are valued c.i.f. Imports in 1929 were as above noted, or \$1,225,015 less than the aggregate value of all goods imported during 1928. Including Government stores, which amounted to \$403,337, goods to the value of \$1,152,813 were admitted duty free. Dutiable imports cleared for home consumption were valued at \$9,443,779, of which \$7,273,941 represented goods entered under the British preferential tariff.

The principal increases in imports with values were:—

	Average 1924-28	1929	Increases
Beer, ale and stout	\$215,134	\$254,150	\$39,016
Machinery	782,881	800,582	17,701
Salt, fine	10,660	25,350	14,690
Electrical apparatus	46,148	59,783	13,635
Fish, smoked or dried	272,877	278,764	5,887

Imports of fine salt in 1929 were more than double those of the average for the five preceding years, but there was a corresponding decrease in the

imports of coarse salt. Thus it would appear that the cleaner fine salt imported in bags, principally from the United Kingdom, is displacing the local article which in its coarse state is imported mainly from the Dutch West Indies, but to a considerable extent also from the British West Indies. The freight rate on Canadian refined salt as compared with that from the United Kingdom militates against the Canadian product securing a foothold in the market.

The principal decreases were:—

	Average 1924-28	1929	Decreases
Cotton piece goods	\$1,280,955	\$ 821,265	\$458,790
Metal manufactures	506,861	363,562	143,299
Flour	1,282,069	1,166,358	115,711
Coal, coke and patent fuel	231,007	116,140	114,867
Vegetables, fresh and dried	349,074	261,786	87,288
Common soap	194,942	117,763	77,179
Cotton manufactures (other than piece goods)	226,982	169,756	56,326
Salted and pickled meats	305,355	252,543	52,812
Manufactured tobacco	235,056	189,433	45,623
Apparel	177,335	139,084	38,251
Temper lime	62,762	25,326	37,436
Oats	113,241	89,948	23,293
Boots and shoes	263,349	240,219	23,175
Leaf tobacco	56,718	33,928	22,790

The largest decrease is found under cotton piece goods. This is attributed to large imports of certain stocks of cotton in 1927 when prices were favourable which were carried over into the following year, but in spite of reduced importations in 1928 considerable quantities were on hand at the beginning of 1929, and as business became worse it was necessary to further curtail indents for the year.

From 1925 to 1928 large quantities of iron piping, galvanized iron sheets, etc., were imported for use in connection with the Georgetown sewerage works, but these importations practically ceased during 1929, and this accounts for the large decrease under the head of metal manufactures.

The value of imports of flour shows a decrease when compared with the five-year average. This is attributed to various causes, principally reduced prices, the result of a large wheat crop in 1928; but the quantity imported was greater by 8,436 bags.

As a result of the use of improved types of boilers and the greater use of mcgass as fuel, sugar estates are importing much less coal than in former years, while at the same time oil is being more largely used as fuel for industrial purposes and for drainage pumps.

Under the head of vegetables, fresh and dried, the principal imports are potatoes and onions, both of which show a falling-off. The large decrease in value is partly attributable to a decline in the price of potatoes.

Salted and pickled meats show a decrease in value of \$52,812, and in quantity of 2,443 barrels, partly due to a lessened demand as a result of reduced activities in diamond and gold mining centres.

Until recently the larger manufacturers of common soap kept large quantities of duty-paid stock on hand in the colony from which local dealers were supplied as required, but early in 1929 this practice was discontinued, and merchants now import their own stock which they keep at a minimum. This accounts for the reduced imports under this head.

Although the import duties on boots and shoes were considerably reduced early in the year, the imports were less than in 1928, a further indication of hard times.

EXPORTS

Exports for the year 1929, including re-exports, which amounted to \$277,459, were valued at \$12,271,540 or \$2,654,173 less than in 1928.

Sugar exported during the year was 100,449 tons as against 114,687 tons in 1928, a decrease of 12·4 per cent, while the value was \$5,943,788 as against \$8,124,666, a decrease of 26·8 per cent. Rice exports amounted to 14,091 tons valued at \$876,407 as against 18,083 tons valued at \$1,114,147 in the previous year.

The only local product which shows a large increase in exports during the year was timber, which was nearly four times that exported in 1928, and the largest shipments in any year with the exception of 1913. The figures for 1929 are 43,588 cubic feet valued at \$278,190 as compared with 134,030 cubic feet valued at \$104,408 in 1928.

More copra was exported in 1929 than in any previous year, but while the quantity shipped exceeded that of 1928 by 258 tons the value was \$38,172 less. Figures for 1929 are 3,759 tons valued at \$31,351 as against 3,501 tons valued at \$352,522 in 1928. Exports of balata and rubber continued to show decreases, and there does not appear to be any prospects of increase in the near future.

In 1929 gold exports are shown as 5,837 ounces valued at \$100,535 as compared with 4,264 ounces valued at \$76,149 in 1928; those of diamonds to 128,115 carats valued at \$2,277,566 as compared with 132,966 carats valued at \$2,518,336.

Exports of bauxite in 1929 amounted to 182,692 tons valued at \$914,035 as compared with 167,621 tons valued at \$839,615 in 1928.

IMPORTS

Imports from Canada in 1929 were valued at \$1,996,029 as compared with \$2,636,165 in 1928, or 19 and 22 per cent respectively to the total imports for these two years. The chief items supplied by Canada were:—flour, milk, cheese, fish, oats and lumber. The United Kingdom continues to be the chief source of supply for British Guiana, having contributed in 1929 goods to the value of \$6,039,778 as compared with \$6,531,544 in 1928, a decrease of \$491,766 or 57 per cent of the total as compared with 55 per cent in 1928. The principal items imported from the United Kingdom are:—cotton goods of all kinds, machinery, manures, metals, beer, ale and stout, edible oils, dried fish manufactured tobacco, bags and sacks, boots and shoes and hardware.

Only 3 per cent of the imports were contributed by the British West Indies or a total value of \$349,555, of which petroleum products from Trinidad accounted for \$164,946. Outside of British Empire countries the United States was the largest contributor with \$1,316,183 or 12 per cent of the total, followed by Holland with \$344,900 or 3 per cent. Imports from the United States consisted principally of leaf tobacco, pickled meats and electrical apparatus, while from Holland these were potatoes and manures.

TREND OF TRADE

The following changes are noted in the trend of trade. Despite the increased preferences granted butter under the 1925 trade agreement, Canada appears to be losing hold on the market. In 1926, 41 per cent of the imports of butter came from Canada; in 1928, 23 per cent; and in 1929, 15 per cent; while, on the other hand, foreign countries, principally France, have been steadily regaining the trade which they lost during the war. The grade of butter shipped from France is very low.

In 1928 Canada supplied 73 per cent of the cheese imported; in 1929 the percentage was 55. It would appear that this trade has passed to the United Kingdom; imports from that source were 23 per cent of the total as against 4 per cent in 1928.

Canadian oats also show a falling-off. In 1928, 98 per cent of the oats imported were of Canadian origin, but in 1929 the percentage fell to 86, while the United Kingdom, which did not formerly share in this trade, is now credited with 10 per cent of the imports.

The situation regarding imports of flour is particularly interesting to the Canadian miller and exporter. In 1927 19 bags of flour were imported from the United Kingdom, in 1928 9,956 bags, and in 1929 48,748 bags or 28 per cent of the total. In 1928 Canada supplied 94 per cent of the total, but for the year under review is credited with 72 per cent. In British Guiana the East Indians are by far the largest consumers, and formerly accounted for large quantities of low-grade extra. From this they switched to Canadian soft wheat flour which suited their purpose better namely, for the baking of a cake in the early morning which they carry with them to the fields and consume at the noon hour. It was found that the low-grade extra, and then particularly Canadian soft wheat flour, gave them a cake which remained soft and more palatable for a longer period, but a time came when Canada was not in a position to supply soft wheat flour, and the English miller with low grade has since taken the market. Of the flour imported into British Guiana from the United Kingdom, 80 per cent is soft wheat as against 20 per cent hard wheat.

Previous to 1921 and until the Canada-West Indies Trade Agreement of 1920 was ratified, over 90 per cent of the lard imported into British Guiana came from the United States, but thereafter Canada became the chief supplier. However, within recent years this trade has been steadily passing from Canada to the United Kingdom whose manufacturers appear to be in a position to quote better prices.

It is interesting to note that within recent years Canadian blended teas have been finding favour in the markets of British Guiana to the greater exclusion of similar teas from the United Kingdom, much of this being attributed to quality, price and advertising.

Imports of cement from Canada show a considerable falling-off with a proportionate increase from the United Kingdom.

In so far as exports are concerned, Canada proved to be its largest customer in 1929, taking 37 per cent of the total, principally sugar. Of this commodity alone, Canada took 73 per cent of the total as against 67 per cent in 1928. While the percentage for the past year was greater than that of the previous year, the quantity was less, 72,623 tons valued at \$4,300,244 as compared with 77,014 tons valued at \$5,387,526.

Exports to the United Kingdom amounted to 33 per cent of the total, while the quantity of sugar shipped was 27,319 tons valued at \$1,611,897, or approximately 38 per cent of the export to Canada of that commodity.

The British West Indies proved to be the principal market for Demerara rice, as 90 per cent or 12,654 tons found their way to the various British colonies in the Caribbean, and a little over 1,000 tons went to the French West Indies, the volume in each case being less in the previous year.

Holland and Norway proved to be the principal purchasers of British Guiana coffee, while the United Kingdom and Holland were the only two countries to which copra was shipped.

After sugar, the largest export to Canada was bauxite, 19,669 tons having been shipped, while previous to 1929 practically all shipments went to the United States.

Of diamonds, 57 per cent were exported to the United Kingdom, 31 per cent to Belgium, and 12 per cent to Holland, as compared with 32, 41 and 27 per cent respectively in the previous year.

PERCENTAGE OF TRADE

The following table shows the direction of the total volume of trade, exclusive of transit trade, for the periods of 1925 to 1926, 1928 and 1929.

	Per Cent 1925-26	Per Cent 1928	Per Cent 1929
United States	11	9	10
Other foreign countries	11	12	11
United Kingdom	46	42	44
Canada	27	30	28
British West Indies	4	6	6
Rest of Empire	1	1	1

INCOME TAX RETURNS OF TRINIDAD

R. T. YOUNG, CANADIAN TRADE COMMISSIONER

Port of Spain, May 23, 1930.—During 1929, 3,866 persons out of a population of approximately 390,000 made returns in Trinidad, of which number 2,620 were assessed to tax as compared with 3,588 returns in 1928, when 2,174 were taxed. The total net income chargeable to tax was £2,632,824 as compared with £2,765,622 in 1928 and £2,413,820 in 1927. The tax charged in the year under review amounted to £174,164, while the total sum collected as at December 31, 1929, including arrears from previous years, was £180,213. Unpaid tax amounted to £1,348, of which £938 has been since collected, leaving outstanding £409, of which £239 is due by persons who are reported as having left the colony after assessment.

The Colonial Treasurer points out that the final assessing of incomes chargeable to tax as carried out by his department resulted in £62,728 being added to the returns made by taxpayers in the first instance.

CENTRAL EUROPEAN COMMODITY MARKETS IN 1929

L. D. WILGRESS, CANADIAN TRADE COMMISSIONER

II

PACKING HOUSE PRODUCTS

Sausage casings are the most important item of Canadian packing house products shipped to Germany; some business is also done in lard and animal oils. The German returns for 1929 showed an import from Canada of 1,995,840 pounds of sausage casings and 210,482 pounds of lard. The Canadian statistics give exports to Germany of \$346,498 worth of sausage casings, 13,499 gallons animal oil valued at \$11,946, 5,621 cwt. other meats valued at \$51,541, and \$90,197 worth of animal hair.

DAIRY PRODUCTS

High duties affect Canadian exports of dairy products to Germany, and decreases from year to year are seen in those products in which some business is still done. The German returns for 1929 showed an importation of Canadian cheese of 78,760 pounds, while the Canadian statistics give an export of 851 cwt. of cheese to Germany valued at \$20,816.

HONEY

A total of 21,673,300 pounds of honey was imported by Germany in 1929. Of this amount 6,614,865 pounds came from the United States, the largest supplier, and 381,700 pounds came from Canada. The Canadian returns show an export of 154,796 pounds of honey to Germany in 1929 valued at \$13,936.

CANNED GOODS

The trade in Canadian canned goods with Germany is very seriously restricted by high duties. A small luxury trade in canned lobsters of 624 cwt. valued at \$47,812 was shown in the Canadian statistics for 1929 as exported to Germany, and 597 cwt. of canned salmon valued at \$7,508.

FISH

The principal Canadian fish products at present exported to Germany are frozen eels and frozen and mild-cured salmon. The Canadian returns show an export to Germany in 1929 of 3,900 cwt. of frozen eels valued at \$50,912, 2,271 cwt. of frozen salmon valued at \$33,674, and 9,033 cwt. of pickled salmon valued at \$235,068. The German returns for 1929 give an import of 428,340 pounds of frozen eels from Canada and 835,120 pounds from the United States out of a total import of 12,244,100 pounds.

FISH MEAL

The Canadian trade statistics for 1929 show an export to Germany of 75,186 cwt. of fish meal valued at \$179,977, which is an increase over the previous year from 63,332 cwt. valued at \$195,790. The following table shows the imports of fish meal as given in the German trade returns for the past two years:—

Source	1928 Metric Tons	1929 (2,204 lbs.)
Total	94,208	118,057
Norway	47,515	67,938
Great Britain	25,519	26,952
United States	5,481	7,847
Denmark	4,415	6,073
Canada	4,347	2,263
Holland	2,324	1,519
Argentine	1,717	1,172
Sweden	736	882
Spain	328	443
Portugal . . . . .	....	952
India . . . . .	....	653
German South-west Africa . . . . .	....	184
Other British America . . . . .	....	80

DRIED APPLES

Fresh apples cannot be exported from Canada to Germany on account of duty discrimination, but Germany is Canada's chief market for dried apples. The Canadian figures for 1929 give an export to Germany of 1,059,700 pounds of dried apples valued at \$125,930. The German statistics under the item "dried apples and pears" show an import from Canada of 95,260 pounds, and from the United States of 23,318,460 pounds out of a total of 24,430,560 pounds.

SEEDS

German imports of clover seeds, other than red clover, alfalfa and serra-della in 1929 amounted to 6,255,700 pounds, of which Czechoslovakia supplied the greatest proportion with 2,048,860 pounds; Canada was credited with 257,180 pounds. The Canadian trade returns show an export to Germany in 1929 of 2,998 bushels of alsike clover seed valued at \$15,389, and "other fodders" to the value of \$87,990.

CRUDE DRUGS

Germany offers an excellent market for any crude drugs available for export from Canada such as senega root, cascara bark, and Canada balsam. In 1929 Canada exported to Germany 29,119 pounds of senega root valued at \$26,178.

WHISKY

The Canadian statistics for 1929 record a decided falling off in the exports of whisky to Germany with only 570 gallons valued at \$2,459 as compared with 49,340 gallons valued at \$163,446 in 1928.

FOXES

The export of Canadian live foxes to Germany continues to increase in number. During 1929 a total of 892 valued at \$259,552 were shipped from the Dominion as compared with 375 valued at \$105,360 in the previous year.

FOREST PRODUCTS

The sale of Canadian forest products in Germany is not extensive, but some business is transacted principally in Douglas fir logs and lumber. The Canadian statistics show exports to Germany last year of 58,722 M feet of Douglas fir logs valued at \$47,150 and 3,079 M feet of Douglas fir planks and boards valued at \$107,046. There was also an export of \$35,177 worth of staves and headings. The German returns show imports from Canada in 1929 of 5,036 tons of wooden logs.

A certain amount of Canadian pulp is also shipped to this market for use in the manufacture of artificial silk. The Canadian figures for 1929 show an export to Germany of 51,337 cwt. of bleached sulphite pulp valued at \$220,742, while the German returns given an import from Canada of 6,105 metric tons of chemical pulp as compared with 6,777 tons in 1928.

ORES, MINERALS, AND METALS

Following food products, the largest group of Canadian exports to Germany is comprised of ores, minerals, and metals, the most important of which during 1929 were copper, aluminium, asbestos, zinc, lead, cobalt, and nickel.

The continued German industrial activity, combined with the increasing Canadian development in mineral production, caused a very marked increase in the exports of this group to Germany last year, the total value of which amounted to roughly \$8,423,000 as compared with \$4,426,000 in the previous year, or an increase of over 90 per cent.

The following tables give the Canadian trade figures of the exports of this group of products to Germany in 1929 and the German statistics of the similar imports credited to Canada for the same period:—

Canadian Exports to Germany			German Imports from Canada	
	Cwt.	\$		Tons
Copper blister	165,895	3,298,340	Copper ore	18
Copper scrap	1,137	17,876	Copper, raw and waste	8,012
Aluminium bars	68,859	1,249,929	Aluminium, raw and waste	1,493
Aluminium scrap	16,845	267,056	Zinc ore	4,107
Zinc spelter	215,682	1,169,682	Zinc, raw	10,659
Zinc ore	14,114	77,627	Lead ore	9,531
Lead pigs	112,417	501,856	Lead, raw and waste	2,058
Cobalt ore	2,016	179,434	Nickel ore	140
Nickel, fine	4,302	158,051	Nickel, raw and waste	487
Nickel oxide	476	12,968	Tin, raw and waste	150
Brass scrap	1,011	12,282	Ferro manganese	2,032
	Tons		Asbestos	9,613
Iron or steel scrap	8,034	96,194	Molybdenite and miscellaneous	
Coal	2,140	12,741	ores	1,068
Asbestos	11,329	1,189,580		
Asbestos sand and waste	2,667	66,265		
Other unmanufactured				
metals . . . . .	....	112,797		
Total value . . . . .	....	8,422,678		

In addition to the above, the Canadian statistics show an export of 224 cwt. of aluminium bars valued at \$4,565 to Poland and Danzig, and 7,462 cwt. of aluminium bars valued at \$139,137 to Russia in 1929. There was also an export to Germany of 8,789 cwt. of carborundum valued at \$24,170.

FURS

The chief item among the exports of Canadian furs to Germany consists of undressed black and silver fox skins, of which 2,421 skins valued at \$271,167 were exported to this market in 1929 as compared with 2,132 skins valued at \$251,948 in 1928. The German returns show an import from Canada of 21,120 pounds of raw furs during 1929 as compared with 28,650 pounds in the previous year.

RAGS

According to the Canadian statistics, Germany imported 3,672 cwt. of rags valued at \$28,315, and Czechoslovakia 4,827 cwt. valued at \$61,978 from Canada in 1929.

MANUFACTURED GOODS

The openings for the sale of Canadian manufactured goods in the countries comprising the territory covered by the office of the Canadian Government Trade Commissioner at Hamburg are strictly limited owing to the competition of the highly developed industries in the majority of these countries such as Germany, Czechoslovakia, and Austria. In other of these countries, such as Poland and the Baltic States, the industries are not so extensively developed, but are nevertheless capable of supplying a very large proportion of the domestic requirements. Moreover, the accessibility of European sources of supply renders the introduction of Canadian manufactured goods a difficult task, even when the competition of local industries and high protective duties are not formidable factors.

The principal Canadian manufactured products therefore being shipped to any extent to Central European countries are agricultural implements and machinery.

TRADE IN AGRICULTURAL IMPLEMENTS AND MACHINERY

Canadian manufacturers of agricultural machinery continue to contract considerable business with countries of Central Europe, and Russia again appears as the leading importer.

The following table gives the Canadian export figures of the principal farming equipment imported by Russia during the past two years from which increases are noted in each item:—

Canadian Exports to Soviet Russia

	1928		1929	
	No.	\$	No.	\$
Harvesters and binders	1,199	227,643	1,390	275,347
Mowers	472	24,777	1,537	81,520
Ploughs and parts . . . . .	....	323,359	....	934,449
Drills	1,092	231,953	1,119	248,038
Cultivators	160	23,717	455	56,394
Implement parts . . . . .	....	72,635	....	151,073

The figures for the Canadian exports of farming implements to Germany illustrate the effect of increased domestic production as follows:—

Canadian Exports to Germany

	1928		1929	
	No.	\$	No.	\$
Harvesters and binders	2,572	432,733	2,886	477,516
Reapers	1,033	93,655	20	3,001
Ploughs and parts . . . . .	....	144,967	....	8,627
Other farm implements and machinery..	....	27,340	....	5,998
Farm implement and machinery parts ..	....	84,933	....	50,816

The ploughs Germany imports from Canada are tractor ploughs. In addition to the above, Germany imported 167 internal combustion engines and parts valued at \$16,490 in 1929, as compared with 295 engines valued at \$31,280 in the previous year.

The following table illustrates the sources of supply of the imports of harvesting machinery and tractor ploughs as shown in the German trade returns for the past two years:—

German Imports

	1928		1929	
	Harvesting Machinery	Tractor Ploughs	Harvesting Machinery	Tractor Ploughs
	Weight in Kilograms			
Total	3,930,900	918,400	3,004,600	650,600
Canada	2,517,100	224,200	1,794,100	116,100
United States	944,300	598,800	647,600	354,700

There was also an export of Canadian ploughs and parts in 1929 to Czechoslovakia to a value of \$3,562; to Hungary of \$29,127; and to Poland and Danzig of \$16,790.

MISCELLANEOUS MANUFACTURED GOODS

There are a few other Canadian manufactured products which find a market worthy of note in some of the Central European countries. The principal of these as appearing in the Canadian trade statistics for 1929 are as follows:—

Canada exported to Germany 8,952 electric vacuum cleaners and parts valued at \$364,420; 736 adding and calculating machines valued at \$122,130; automobile parts valued at \$3,354; 6,580 yards of cotton fabrics valued at \$987; and paint n.o.p. valued at \$75.

There were 534 Canadian automobiles of a unit valuation under \$500, with a total value of \$213,843, exported to Russia, and seventeen of the same class valued at \$7,123 shipped to Czechoslovakia. Together with these there were 553 tire casings valued at \$5,408 sold to Germany, and 15,266 valued at \$247,804 sold to Czechoslovakia. In addition, Czechoslovakia also imported 15,090 Canadian inner tubes valued at \$47,931 in 1929.

Previous to 1929, Canada had been doing an annually increasing business in canvas shoes with rubber soles with Germany, and in 1928 a high record of 182,847 pairs had been reached. Thereafter the improved quality of the German manufactures brought about a decrease in the imports from Canada, which in 1929 amounted to 76,327 pairs valued at \$49,587.

The increasing popularity in Europe of ice hockey is resulting in a growing demand for Canadian skates and hockey sticks, and a regular business is done with such countries as Germany, Austria, and Czechoslovakia.

Mention might also be made of a periodical demand in Germany for Canadian automobile chains, and shipments of rubber bands have also been received.

ECONOMIC CONDITIONS IN JAPAN

JAMES A. LANGLEY, COMMERCIAL SECRETARY

Tokyo, May 19, 1930.—The terms of the conversion agreement for the 4 per cent sterling bonds between Japan and American and British financiers for a total amount of 267,000,000 yen (\$71,000,000 and £12,500,000) do not seem to have been received favourably in this country, according to Japanese papers. The interest rate of 5.5 per cent and the issue price of £90 mean a yield of about 6.2 per cent, which are claimed as disadvantageous for Japan at present when the tendency is to declining money rates.

On the other hand, the conditions are advantageous for the subscribers, and this appears to be a matter of grave concern in that this may send more Japanese funds abroad. The yield of 6.2 per cent is expected to induce Japanese investors such as insurance, trust and other companies, to turn their attention to the investment in these bonds, and this will naturally result in a further efflux of gold to foreign markets.

BANK DIVIDENDS

In order to deal with the situation arising out of the increasing business depression, many companies are now making a readjustment of their affairs by means of amalgamation, decrease of capital, or lowering of dividends. The business results of the banks during the last period, it is stated, have also been discouraging on account of the depreciation in the value of negotiable papers, the decrease in deposits, and also the lowering of the rate of interest, which they expected would go up. There are a large number of second- and third-class banks that cannot pay the usual rate of dividend unless they take it from their special reserves. Under the circumstances, and with a view to self-protection, many banks have under consideration a decrease in the rate of dividend. The Finance Department and the authorities of the bank of Japan have requested all the banks to agree voluntarily in a decrease.

Investigations by the Japan Industrial Bank show that in the month of April, \$36,772,500 vanished either by the writing off of capital of various companies or by dissolution. This total shows an increase of \$24,886,000 over the preceding month, no doubt due to the readjustment of enterprises consequent on the lifting of the gold embargo. Particulars are as follows:—

	Decrease (1,000\$)	Dissolution (1,000\$)
Chemical industry	14,675	650
Manufacturing industry	795	950
Traffic business	5	7,555
Electric industry . . . . .	....	9,200
Banking . . . . .	....	1,175
Other enterprises	938	780
Total	16,413	20,310

As compared with the preceding month, this shows an increase of \$10,843,500 in the first column and \$14,042,500 in the second column. The total figures in the list also show an increase of \$15,506,000 and \$15,025,500 in the first and second columns respectively over the figures for the corresponding month of last year.

The Fuji Paper Manufacturing Company have decided to close its two paper pulp mills in Hokkaido on its rationalization program, and the Saghalien Industry Company, paper and pulp makers, are scheduled to be absorbed by the Oji Paper Manufacturing Company in a merger scheme. The Nippon Yusen Kaisha has decided to reduce by 3 per cent its profit distribution to stockholders,

and it is expected that the Osaka Shosen Kaisha will take the same course. The Japan Oil Company has cut dividends, and the Japan Industry Company is another firm that is credited with a similar intention.

TRADE DURING FIRST FIVE MONTHS OF CURRENT YEAR

Raw silk exports for the first five months and ten days of the current year are only a little more than one half of the traffic for the same period a year ago. Silk textile exports have also been cut in two from what they were a year ago. Of the leading items of export cotton piece goods business has been the least affected, yet a decline approximating 10 per cent has been suffered this year. On the import side of the balance, raw cotton shows a decrease of almost 30 per cent.

The balance of foreign trade during the first ten days period of May for the 13 leading ports of the country was adverse to the extent of \$2,742,500 as against \$3,788,000 for the corresponding term a year ago. The value of exports stood this year at \$20,809,500, and of imports \$23,552,000 or a total of \$44,361,500. Since January the unfavourable trade figure stands at \$80,842,000 this year as against last year's \$118,664,500; this year's debit figure was smaller by \$37,822,500.

CHINA TRADE SHOWS BIG LOSS IN VOLUME

An excess of exports totalling \$5,972,500 featured Japan's trade with China for April, when exports amounted to \$15,779,500 and imports to \$9,807,000, according to the Ministry of Finance. A considerable decline is noted in the excess of exports for the first four months of this year as compared with the previous year. The amount for the period is \$13,677,000, falling \$6,148,000 from the same period last year. Exports in April fell off by \$7,171,000, and imports by \$853,500.

PAPER

According to the Japan Paper Mill Union, the total output of paper by its nine members during last year reached 1,418,187,277 lbs. out of a total production of 1,766,373,000 lbs. To divide the output by prefectures, Hokkaido, Saghalien and Tokyo cover 59.9 per cent or 848,538,905 lbs. Of these three districts the output of Hokkaido, which was 31.8 per cent of the total in 1926, gradually waned and indicated 25.3 per cent last year, whilst Tokyo's dwindled from 17.4 per cent to 15.2 per cent. Against this Saghalien rose from 5.7 per cent to 19.4 per cent, or to 275,052,844 lbs. last year, due to the plentiful raw materials which the Fuji, Saghalien Industrial, and Oji mills have been exploiting. Outside mills are credited with 1,766,373,000 lbs.

MARKET FOR AUTOMOBILE TIRES IN JAPAN

P. V. McLANE, ASSISTANT TRADE COMMISSIONER

Kobe, May 2, 1930.—The potential market in Japan for tires embraces, according to statistics, from 60,000 to 70,000 automobiles, buses and trucks, per annum. The demand is taken care of by seven or eight foreign manufacturers of tires, one Japanese tire company—the Tokyo Rubber Kogyo K.K. with a capacity of eighty tires a day—and a branch factory of a British company. A second Japanese company—the Yokohama Tire Company—intends to start production in the near future. The tires made by the British factory are used as original equipment for one of the largest assembly plants here, the one which has the greatest volume of sales. This gives it an advantage over other makers both for the reason stated and because of the influence it has on replacement orders. That it does not control the market, however, is shown by the following imports for the last three years, which were valued at \$1,689,114 in 1927, \$2,335,546 in 1928, and \$2,477,681 in 1929. The chief sources of supply

are the United States, Canada, and France. Canadian tires were imported as follows for the fiscal years ending March 31, 1927, 1928, and 1929:—

	1927	1928	1929
Tires, pneumatic.	No. 31,492	26,535	42,657
Tire casings.	\$ 271,660	292,851	553,594
Tires, inner tube	No. 25,360	33,689	39,851
	\$ 43,150	63,652	83,430
Tires solid rubber.	No. 1,764	3,835	2,577
	\$ 35,423	80,780	63,021

TIRE SALES ASSOCIATION

This organization was formed in 1925 by five of the leading tire importers, when all were sustaining heavy losses due to excessive competition. This association had good results for a time and stabilized the market to a certain extent. Retail prices of all the different tires were quoted at the same rate. However, difficulties arose due to the discrepancy in discounts offered by the different members to the dealers. Owing to this difficulty, and to the fact that a few tire importers were not represented, a new association was formed in January of this year, including the importers and manufacturers of eight leading tires in the market. The chief objects of this new association are, as before, to arrange a price agreement and to adopt a definite policy as regards discounts. These are difficult points, as there were many infractions of the old price agreement, and as all tires are listed at the same retail price discount, concessions have had to be given to tires of poorer quality.

SALES METHODS

The foreign tire manufacturer is represented by an agent or importer. Each importer of foreign tires sells to dealers, who individually may stock one or more or all the different makes offered in this market. They prefer to sell well-known and profitable tires; theirs is the contact with the ultimate consumer; and they naturally push the sales of the tires on which they get the best terms. Prompt replacements of defective tires, or tires which buyers claim are defective, also make for increased sales. Two companies which follow this policy find their products in good demand. Tires of medium quality and those of lower price also sell well. Terms given by the importers to agents or dealers are usually sixty days' sight. This means that the foreign manufacturers must have a reliable firm for agents, and must be able to give good terms in order to allow the importer to carry the necessary stocks for filling orders and for replacements. One importer handling a foreign tire pays 50 per cent cash against documents and the balance on time and receives a commission on sales, the manufacturers taking the risk in the fluctuation of prices.

PRICES

Retail prices of tires are quoted the same for each tire. As has been stated, however, prices to dealers and also to consumers are liable to wide and sudden fluctuations in discounts. These discounts amount to from 10 to 45 per cent and change from day to day. Some idea as to price can be obtained from the following list, which covers only a few of the different sizes:—

Cord Tires and Tubes: Retail Prices

Size	Price Tires	Price Tubes
30 x 3½	\$ 12 00	\$ 2 40
31 x 4	17 25	2 70
34 x 4	19 50	2 95
32 x 4½	24 25	3 50
30 x 5	27 80	4 15
35 x 5	35 70	4 65
32 x 6	52 30	5 05
34 x 7	75 40	8 10
40 x 8	108 50	15 50

Truck Tires

32 x 3½	..	..	..	..	..	\$ 29 20		
32 x 4	..	..	..	..	..	36 25	to	\$41 95
32 x 5	..	..	..	..	..	38 65	to	50 10
40 x 5	..	..	..	..	..	51 25	to	64 40
36 x 7	..	..	..	..	..	67 40	to	77 45
36 x 12	..	..	..	..	..	138 25		

ADVERTISING

Heavy costs have to be met on advertising tires sold in this market. These are paid by the manufacturer or by the importer or partly by both. Advertising is done by distributing calendars, clocks and toys and such articles bearing the name of the tire and maker. Ordinary newspapers are used but seldom. There are, however, several trade publications in which advertising is done to a large extent. The chief ones are: *Motor*, a monthly; the *Japan Automobile Journal* and the *Kobe Automobile Journal*, both daily; and the *Daily Automobile Newspaper*. Advertising rates are fairly high.

NEW TIRES

At the present time general business conditions in tires in Japan are very difficult. A new company in order to get a foothold would have to find a reliable agent and be able to offer him good terms. Prices fluctuations would have to be absorbed, and the importers would have to be supplied with stocks. Prices would have to be favourable enough to allow them to prove the quality and popularize a new tire. Prompt replacements of defective tires would have to be made, as well as heavy advertising costs. At the present time it would be difficult to introduce new brands, and only a large company would be in a position to grant the necessary credit and stand the expense of introducing a product which would have to meet extremely strong competition.

RAILWAY CONSTRUCTION IN SOUTH CHINA

PAUL SYKES, CANADIAN TRADE COMMISSIONER

Hongkong, May 12, 1930.—One of the greatest obstacles in the way of economic development throughout the whole of China has been the inadequacy of the transportation systems. Failing the capital necessary for the construction of railways and roads, rivers have provided the principal avenues over which passenger travel has been possible and goods have been carried from one part of the country to another. The development of the Yangtze Valley area is an evidence of the great value of a navigable river in assisting in the development of contiguous country, while the slow industrial progress of many parts of South China is one direct result of the lack of communication between the interior and the chief ports on the southern coast or industrial or trading centres to the north.

Railways in Central and North China—at least in many parts within reach of the coastline—provide reasonably good service between all the larger cities, and from Shanghai one may travel continuously by rail to Europe over the Siberian route. The total length of railway lines in South China, however, is only some 450 miles, and consists of three lines running from Canton to Kowloon in the British colony of Hongkong and Shiuchow in Hunan province, and from Pakkai to Towshan in southern Kwangtung.

By far the most important of these lines is that to Shiuchow, for this is a part of the projected rail route to Hankow, commenced some twenty years ago but not yet completed. The line now running northward from Canton to Shiuchow is about 160 miles long. That running southward from Hankow terminates at a point some 250 miles from its commencement. The intervening space will eventually be bridged over by a line extending over a distance of about 250 miles.

Recent conversations between the British and Chinese Governments with reference to the disposition of the Boxer Indemnity Fund are reported to have led to an understanding that half of the total fund is shortly to be returned to China and that the money will be spent on various educational and construction projects. It is rumoured that two-thirds of the amount (which runs into many millions) is to be allocated to railway construction, and that certain preferences in the letting of contracts are to be extended to British railway builders or suppliers of construction and operating equipment. Immediately following on these reports is advice from the Canton office of the Department of Railways that a contract has been let for the preliminary construction work on a thirty-mile stretch of line in continuation of that now running northward from Canton towards Hankow, and it is anticipated that further progress will soon be made in completing plans for the building of the line over the remaining distance.

The completed Canton-Hankow line will be some 600 miles in length, and will tap a large area which is now practically isolated from cities of the Yangtze, those of the Southern Coast and the nearest ports to the eastward. One result of the undertaking of this important work therefore will be that this large area will be added to the present market for many goods now being shipped to Southern China which have not yet been distributed in this section of the interior. Another benefit accruing from the work will be that Canton and Hongkong will have direct rail connection with Europe, and that the trip from Hongkong to Hankow, which now occupies from eight to ten days, will be reduced to one of about twenty hours. A more important consequence, however, at least from an immediate standpoint, is that there will shortly be a new demand for various materials used in railway construction and, following that, for rolling stock and workshops equipment. The undertaking on the part of the Chinese Government to give reasonable preferences to British suppliers of these commodities will give Canadian firms an opportunity of competing on an unusually favourable basis, and it is hoped that, with this advantage in view, every effort will be made to secure a share of the business.

This office is in touch with the Canton office of the Ministry of Railways, which is now looking into the costs of various works and materials, and which has expressed a readiness to consider all proposals submitted by producers of ties, rails, bridge work, rolling stock, and other types of equipment. There are also in Hongkong several firms who have previously dealt in such lines as these, or who have carried out construction contracts, and who are anxious to obtain all available data regarding Canadian supplies. In view of the excellent opportunity of participating in what will evidently be a fairly substantial trade, it is recommended that all Canadian exporters who can quote on the lines noted above communicate with the Hongkong office, submitting a general outline of the products which they can offer. This can be discussed with railway officials or local importers and a basis established for a more complete investigation of future opportunities of business.

HONGKONG AND SOUTH CHINA MARKET FOR JAMS AND MARMALADES

W. J. RIDDIFORD, ASSISTANT TRADE COMMISSIONER

Hongkong, May 2, 1930.—Jams and marmalades are among the many foreign articles of food which are becoming popular with the Chinese. Any article which takes the fancy of and is cheap enough for the wealthy and middle-class Chinese to purchase is assured a large volume of business, whereas a commodity saleable only to foreigners can only enjoy limited sales. This point may be illustrated by a reference to the population of the colony of Hongkong. The total population of the colony and new territories is estimated at 1,250,000, of which 16,000 are foreigners. Along with the wealthy Chinese

(who may number 10,000 in Hongkong), the foreign population are consumers of jams and marmalades. Of the remaining population, probably only 36,500 may be put in the middle class. Therefore of the 1,250,000 population, only 62,500 or 5 per cent may be counted upon as being possible purchasers of jams and marmalades. If the population of the whole of South China, estimated at 83,000,000, be considered on a similar basis, it must be remembered that since Hongkong is a British colony, there is a concentration of wealth here and therefore a relatively higher purchasing power than in any other part of China. Thus the ratio of foreigners and wealthy and middle-class Chinese to the masses of the poor, as between Hongkong and other parts of China, declines considerably in outports such as Canton, Foochow, Amoy, and Swatow, and quite sharply for interior points such as Wuchow, Pakkoi, Mengtsz, and Tenghueh.

The middle-class Chinese will only acquire a taste for and buy jams and marmalades if they are cheap enough, and as Hongkong is a free port for this class of goods, competition is keen. Australian canners have been the most successful in catering to this trade. Two or three cheap and low-grade Australian jams and marmalades enjoy the bulk of this business, while English preserves of the best quality and high in price are bought only by the wealthy. Even the first-class hotels, whose buyers are almost invariably Chinese compradores, provide only the cheap Australian preserves on their menus. Every retail and wholesale provision merchant from the smallest Chinese retailer to the large foreign-operated stores will be found stocking Australian jams and marmalades, while only the few high-class and high-priced stores sell the expensive English products.

Unfortunately, it is impossible to secure data showing the amount and value of importations of jams and marmalades into Hongkong, but it is known that this business is a considerable one, which fact is borne out by the Chinese Maritime Customs Reports. The following table shows the amount and value of importations into South China during 1926, 1927, and 1928 of goods dutiable under tariff item No. 180, which includes a few canned fruits in addition to jams and marmalades. Customs officials state, however, that the bulk of importations recorded in the following table may be taken as consisting of jams and marmalades:—

IMPORTS OF CANNED GOODS: FRUITS, TABLE AND PIE

	1926		1927		1928	
	Piculs	Hk. Tls.	Piculs	Hk. Tls.	Piculs	Hk. Tls.
Total	5,901	58,231	6,822	68,731	10,227	97,710
Net import into—						
Foochow	412	3,196	21	358	528	4,217
Amoy	4,465	35,459	5,715	47,794	6,907	53,837
Canton	78	1,405	39	878	63	970
Wuchow	1	39	128	2,306	160	3,184
Kiungchow	7	97	108	1,836	1,172	19,349
Pakkoi . . . . .	.....	.....	49	914	119	2,367
Mengtsz	913	17,254	688	12,757	1,211	21,760
Tengyueh	25	721	74	2,042	63	1,866

1 picul=133½ lbs.; 1 Haikwan tael=approx. 80 Canadian cents.

PACKING

The popular Australian jams are packed in sealed tins, the net contents of which weigh 12 ounces. Each tin is covered with a large attractive label which completely encircles the tin, this point being an important one since the Chinese admire a large and colourful label. It is a mistake to use a small label on a commodity of this kind for sale in China. Among the middle- and lower-class Chinese, who are a thrifty people, every container or bit of wrapping paper is carefully saved for further use, so that a tin with a lid top will be preferred to the Australian type, much of the ultimate usefulness of which

is spoiled due to the fact that it must be opened by a can opener. Jams and marmalades in 12-ounce tins are packed seventy-two sealed tins to a case. If Canadian manufacturers can supply a container with a lid top which will stand rough handling without spilling, sales should be materially assisted. It would be well to supply Canadian preserves in the 12-ounce tin, but if this is impossible a 14-ounce or 16-ounce tin might be successfully introduced.

Jams and marmalades for use by hotels, hospitals, and the local navy and army forces are packed in 10- and 20-pound tins. This business is a considerable one: large orders are placed every six months.

Australian strawberry jam is retailing in Hongkong at about 12 cents (gold) per tin. A Canadian quotation of \$4.90 per case of a similarly packed strawberry jam would undoubtedly lead to business. In this connection Canadian canners should realize that jams for this market should be of the cheaper qualities. For instance, the popular Australian strawberry jam is solid and thick, in which only a few small strawberries can be found. Canadian jams seen on this market have been favourably commented on as to colour, flavour, packing, and the grade of fruit used, the only adverse criticism being that they are a trifle too liquid for a hot climate, probably the result of insufficient boiling. Jams for this market should be as firm as possible. An important dealer in jams and marmalades has pointed out that every variety of Australian jam or marmalade has a different price, and that it would be an advantage if all varieties could sell at the same price for the same size containers. Thus, while a straight strawberry jam may be actually more expensive to manufacture than a jam made of plums, it would be worth while from the point of view of sales if prices could be equalized in some way.

This office is in close touch with reliable dealers in these lines and Canadian canners who are in a position to offer their jams and marmalades for export should forward samples and c.i.f. Hongkong prices of their cheapest grades, and a list of the varieties available, to the Canadian Government Trade Commissioner, P.O. Box 80, Hongkong. If prices, quality, and packing are suitable, there will be little difficulty in securing substantial trial orders.

MARKET FOR OLD NEWSPAPERS IN HONGKONG AND SOUTH CHINA

W. J. RIDDIFORD, ASSISTANT TRADE COMMISSIONER

Hongkong, May 8, 1930.—Reference was made in *Commercial Intelligence Journal* No. 1343 (October 26, 1929), page 581, to the demand for waste paper in North and Central China. It should be noted that Hongkong and South China also present a large market for this commodity. South China is the centre of the fireworks industry, which consumes considerable quantities of waste newspapers, while the toy, fancy goods, and luggage industries are also large consumers of this product. The demand is a steady one the year round and Canadian exporters need not be hesitant about offering few ton lots. Indeed, shipments offered from any one source seldom exceed 20 short tons. The industries which consume the paper are comparatively small, and heavy imports temporarily depress the market since prices vary directly with local demand and supplies offering.

Pacific Coast cities of the United States are the chief suppliers of newspapers to this market, and Canadian exporters have pointed out that on the Pacific Coast of Canada there are not sufficiently large supplies available because Canadian newspapers are not as voluminous as are American. Moreover, it is reported that newspapers published in Seattle, Portland, San Francisco and Los Angeles, and other Western United States cities usually have large over-

prints which are allowed to accumulate on the assumption that they may be disposed of in the Orient. Newspaper circulation in Western Canadian cities does not allow accumulations of waste on the same scale as in a city of the size of San Francisco, but it should be noted that offers of small tonnage often secure good prices. Since there is really no question of cost of production, but merely the disposal of waste at the best possible price, Canadian exporters on the Pacific Coast should investigate carefully the possibilities of taking advantage of the demand of the local market. It would also be interesting to ascertain what quotations could be made on old newspapers from Eastern Canada if shipped via Panama.

The packing of old newspapers for this market is done in tightly-compressed bales weighing 100, 250, 280, or 560 pounds each, which are bound, burlapped, and banded with hoop steel, painted red, having buckle seals. Red paint on the exterior metal strappings is appreciated by importers as it facilitates sales to native dealers. The bales should be guaranteed free from coloured sheets, or at least to contain no more than 3 per cent coloured sheets, and free from torn paper, rubbish, and magazines. Burlapping should be clean, and banding should be done neatly and strongly.

Prices fluctuate from G\$16 to G\$25 per short ton c.i.f. Hongkong, according to supplies offered and conditions obtaining locally. There is no duty on waste paper entering Hongkong and bales need not be fumigated.

The Canadian Trade Commissioner, P.O. Box 80, Hongkong, is in close touch with several reliable Hongkong importers of old newspapers, and the Department of Trade and Commerce, Ottawa, has their names and addresses on file. These can be secured by Canadian exporters on application and reference to file No. 17183.

NO MARKET IN ARGENTINA FOR LOW OR MEDIUM QUALITY BLANKETS

HARRIS W. BRIGHTON, ASSISTANT TRADE COMMISSIONER

Buenos Aires, May 16, 1930.—There is no market in Argentina for low or medium quality blankets. These are manufactured locally by a highly organized industry at from \$1.50 Canadian up, according to size and quality. There is however a limited market for imported blankets of high quality. Manufacturers in Argentina, with a protection of 1.24 gold pesos (approximately \$1.12 Canadian) per kilogram, have developed an extensive industry, and unless the imported blanket is such as to warrant the higher price no importer will take on the line. Quality is essential. Sales are limited and generally in small lots, and this necessitates considerable work on the part of the agent for a small return.

Blankets with long wool exposed on the surface have little sale, as they are considered cheap. The blanket must have a soft plush appearance, the ends of the wool being trimmed off short. If, when the blanket is rubbed, the wool comes out like fluff, Argentines will not buy them. The edges must be trimmed with a border of silk. This adds to the duty slightly, but it is essential, giving an appearance of extra quality to the article.

The most successful method of distribution would be through an agent. It would, however, be necessary for him to carry a stock here. It has been found that the various colours used enjoy a vogue at certain times. There will be a run on blues for a while and this may suddenly change with customers preferring pink or buff. When this occurs the retailers can arrange by telephone to have some of the unfashionable colours exchanged for those desired, the distributors of the local mills delivering the ones desired and collecting the others.

In order to meet this competition, an importer or agent would have to do the same. Advertising is essential, and in the end it is doubtful whether the sales would justify the total cost necessary.

The import figures for the years 1927 and 1928, the latest available, together with the duty are as follows:—

Flock Wool Blankets (duty, 0.376 gold pesos per k.g.) 1928, 23,628 k.g.; 1927, 16,801 k.g. (Italy, 99 per cent.).

Bordered (Wool) Blankets (duty 1.88 gold pesos per k.g.).—1928, 17,294 k.g.; 1927, 5,327 k.g. (England 3,115 k.g.; France 1,044 k.g.)

Not Bordered (Wool) Blankets (duty 1.805 gold pesos per k.g.).—1928, 305 k.g.; 1927, 33 k.g.

Wool and Cotton, Bordered (duty, 1.128 gold pesos per k.g.).—1928, 6,686 k.g.; 1927, 5,842 k.g. (Germany supplied 4,133 kilos, France 847 and England 711 kilos.

Wool and Cotton, not bordered (duty, 1.052 gold pesos per k.g.).—1928, 341 kg.; 1927, 446 kg.

The gold peso at the par rate of exchange is equal to 96½ Canadian cents. Present rate is approximately 89 Canadian cents.

ITALIAN TRADE IN 1929

A. B. MUDDIMAN, CANADIAN TRADE COMMISSIONER

I

Milan, May 13, 1929.—Imports of merchandise into Italy during the calendar year 1929 were valued at 21,300,021,003 lire (\$1,121,053,737) against 22,042,295,465 (\$1,160,120,813) in 1928, and of gold and other precious metals at 236,277,946 lire (\$12,435,681) against 61,557,150 lire (\$3,239,850) in 1928, thus making a grand total of Italian imports, including bullion, of 21,536,298,949 lire (\$1,133,489,418) against 22,103,852,615 (\$1,163,360,663) in 1928.

The falling off in imports is probably due to the much smaller receipts of wheat—1,762,000 metric tons (hard and soft) in 1929 against 2,745,000 tons in 1928; and maize—766,000 metric tons against 913,000 tons in 1928. There was also a large falling off in sugar imports owing to national production having increased.

As usual, importations were largest in the second quarter of the year. Italian trade seems to have a regular rise and fall, culminating in June and then slackening off, but curving up again in the last quarter.

The percentage decreases in weights of imports of agricultural and related products as compared with the previous year were: wheat, 35; maize 16; sugar, 87.6; vegetable oil, 56.3; and pigs, 73. The decrease in the value of wheat importations was 41.9 per cent, that for sugar 88.5, and for vegetable oils 61.5 per cent. On the other hand, importations of cheese; fresh, dried and canned fish; and fresh and frozen meats and cattle, increased.

EXPORTS OF ITALIAN GOODS

The exports of Italian goods for the calendar year 1929 totalled 14,899,877,248 lire (\$783,677,749). This, not excluding gold sent abroad for deposit, but after deducting 1,037,330 lire (\$54,596) for bullion exports, brings the value of exports of Italian merchandise to 14,888,839,918 lire (\$783,623,153). Thus there was an unfavourable trade balance of 6,411,181,085 lire (\$337,430,583). This is approximately 30.1 per cent excess of imports over exports. When, however, the previous year is considered, the imports exceeded the exports by 33.6 per cent, this diminution in the unfavourable balance in visible trade returns is a notable gain. Although conditions during the year have been

somewhat difficult, the strength of new organisations in Italy, in finance and business, and even in manufactures as well as agriculture, has been shown by the way they have weathered the situation.

LEADING SOURCES OF SUPPLIES

During 1929 the chief countries of supply of the goods imported into Italy were:—

	Lire	Dollars
United States	3,569,057,232	187,371,433 26
Germany	2,674,515,766	140,763,987 68
France	2,044,888,343	107,625,702 26
Great Britain	2,039,581,068	107,346,372 00
Argentina	1,510,156,998	79,481,947 26
British India	1,160,691,886	61,089,046 63
Canada	698,080,634	36,741,086 00

Although imports into Italy from Canada have fallen off, the Dominion still holds, as last year, seventh place, the United States retaining the primary position. The only change in the order of the seven countries is that Great Britain has competed with the Argentine for the fourth place. The foreign trade of Italy in 1929 was valued at 875.2 lire (\$46.06) per capita.

THE YEAR'S TRADE FOR CANADA

While the Dominion Bureau of Statistics' figures for Canadian exports to Italy give \$12,597,126, the Italian official statistics from the Central Bureau of Statistics at Rome, show, as stated above, that Canada shipped to the value of \$36,741,086. The reasons for this discrepancy are many, in different lines of trade. The discrepancy is no doubt principally due to the fact that the ultimate destinations of grain and other shipments, cannot be divined at the point of shipment in Canada for customs returns; thus our products reach Italy in diverse ways. The figures of the Dominion Bureau Statistics for the two years are:—1928, \$22,787,843; 1929, \$12,597,126, whilst, converting the Italian figures at 19 to the \$, the Central Bureau of Statistics at Rome shows:—1928, \$51,030,300; 1929, \$36,741,086, which is practically the same as their figures for 1927, which stood at \$36,846,751.

ITALIAN EXPORTS

The following table shows Italian exports and the chief countries of destination in 1929:—

	Lire	Dollars
Germany	1,776,888,294	93,520,436
United States	1,714,091,867	90,215,361
Great Britain	1,459,550,448	76,818,444
France	1,303,204,583	68,589,714
Switzerland	1,053,523,749	55,448,618
Argentina	982,034,417	51,686,007

Germany has become Italy's best customer, displacing France. The United States has moved up to second place, whilst France has fallen to fourth place. Great Britain remains Italy's third best customer.

ITALIAN IMPORT OF FOOD PRODUCTS

The section of the Italian trade returns of most interest to Canada is that relating to the imports of cereals and other foodstuffs. The total value of food products and beverages, including live animals, and tobaccos, was 4,736,844,371 lire (\$249,307,598) against 6,107,849,689 lire (\$321,465,733). The following table summarises the values of the principal food products imported into Italy during the last two years:—

	1928 Dollars	1929 Dollars
Dairy products	4,893,108	5,456,683
Fish—Fresh, canned, dried	21,288,041	21,918,841
Colonial products, etc.	35,199,696	27,467,107
Cereals	207,425,075	134,082,590
Fruit and vegetables	3,919,863	3,068,677
Wines, liquors, etc.	1,492,929	1,710,888
Frozen meat, eggs, etc.	20,036,948	22,274,199

The general decrease in the importations of agricultural products has already been discussed. Imports of food products decreased by 1,430,000,000 lire and exports by 280,000,000 lire. According to the Banca Commerciale Italiana, the percentage of Italian imports under this heading is reduced to 21.8, the lowest since the War, and is in closest proximity to the average of the five years before the War, when they represented 20.3 per cent.

IMPORTS FROM CANADA INTO ITALY

The following are the principal items imported into Italy, with the quantities, for the year 1928-29:—

	Measure	1928	1929
Stockfish	quintals	99,505	49,886
Canned salmon	quintals	22,490	24,474
Wheat	tons	849,550	655,307
Scrap iron, steel and cast iron	quintals	76,239	34,175
Aluminium and its alloys, ingots and scrap	quintals	510	196
Automobiles	number	....	133
Raw asbestos	quintals	25,909	26,014
Chemical manures	tons	....	777
Raw furs	quintals	....	17
Cellulose	quintals	74,476	76,237
Rubber footwear	pairs	7,078	41,137
Oats	tons	2,805	1,593
Maize	tons	1,108	....
Films for photography and cinematograph	kilograms	....	15,887

From the above it will be seen that there was a falling off in the export of wheat, codfish, metals (including aluminium), and oats.

There were considerable increases in the shipments of cellulose, and of rubber shoes, and shipments of automobiles to the number of 133 were made from several Canadian factories. The business in raw furs is still increasing, and in this trade, as in wheat and nickel, Canadian goods in large volume are received via New York, and credited in the returns to the United States.

ITALIAN TARIFF INCREASE ON WHEAT AND FLOUR

Mr. A. B. Muddiman, Canadian Trade Commissioner at Milan, cables that effective from June 5, 1930, the Italian customs duties on wheat and flour etc., will be increased. The following table shows the changes as indicated in the cabled report:

	Former Rate Per 100 Kg. (220 Pounds)	New Rate
Wheat and white maize	14.0 gold lire (\$2.70)	16.5 gold lire (\$3.18)
Wheat flour and white maize flour	20.3 gold lire (\$3.91)	23.7 gold lire (\$4.57)
Semolina	25.5 gold lire (\$4.92)	29.4 gold lire (\$5.67)
Wheat paste, bread and ships' biscuit	26.0 gold lire (\$5.02)	30.0 gold lire (\$5.79)

There are no conventional duties on these products.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT KINGSTON, BELLEVILLE, PETERBOROUGH, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.); AND THE MARITIME PROVINCES TRADE COMMISSION, TORONTO.

Canadian exporters should, for follow-up purposes, send a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which it emanated.

Foodstuffs

666. CANNED GOODS.—A Hongkong firm of direct importers and manufacturers' representatives ask to be supplied with samples and c.i.f. prices of canned fish and fruits.

667. REFINED SUGAR.—Jamaican commission house would like to represent Canadian exporter of refined sugar.

668. CODFISH.—Distributor of fruit and fish products in Buenos Aires is interested in obtaining representation of a Canadian firm offering codfish. Send c.i.f. prices, whole and cut varieties, to Canadian Trade Commissioner, B. Mitre 430, Buenos Aires.

Miscellaneous

669. BEESWAX.—A Liverpool firm of agents, with a connection for the disposal of beeswax, invite c.i.f. quotations with samples.

670. BEESWAX.—A Liverpool firm of brokers, with a connection in the beeswax trade, would be interested in having samples and c.i.f. prices from Canadian producers with a view to acting as agents on a commission basis.

671. BEESWAX.—A Liverpool firm of importers specializing in the handling of beeswax are interested in having samples and c.i.f. quotations from Canadian producers. Purchases periodically made in 5-ton lots.

672. FISHMEAL.—Dutch importers in Zutphen would like quotations, preferably c.i.f. Dutch port, and type-samples of pilchard, grayfish and white fishmeals.

673. NEWSPRINT.—A manufacturers' representative in El Salvador desires to secure a representation of first-class exporter of newsprint.

674. NEWSPRINT.—An English importer in Guatemala City desires to secure agency for Canadian exporters of newsprint. First letter should give prices c.i.f. Puerto Barrios, and state conditions of agency.

675. DRUG SUNDRIES.—Importer in Buenos Aires wishes to obtain agency of Canadian manufacturers of drug sundries. Send full information to Canadian Trade Commissioner, B. Mitre 430, Buenos Aires.

676. BATHING CAPS AND SHOES.—A Hongkong firm of manufacturers' representatives and direct importers ask to be supplied with samples and c.i.f. prices, etc., of bathing caps and shoes.

677. SPORTING GOODS.—Rotterdam firm are desirous of securing samples and quotations on camping and picnicking equipment, more particularly for the use of boy scouts, with a view to representation for Holland.

678. LEATHER.—A Hongkong firm of manufacturers' representatives and direct importers ask to be supplied with samples and c.i.f. prices of sole and upper leathers.

679. RUBBER BANDS AND ERASERS.—A Philippine Islands firm of direct importers ask to be supplied with samples, c.i.f. prices, and specifications of rubber bands and erasers.

680. PRESSED FIBRE BOXES.—A Hongkong firm of manufacturers' representatives and direct importers ask to be supplied with c.i.f. prices and specifications of pressed fibre boxes.

681. FLEECE-LINED UNDERWEAR.—A firm of agents in Manchester familiar with the fleece-lined underwear trade would be open to consider samples and prices from Canadian manufacturers, with a view to representation on a commission basis.

682. OIL STOVES.—An importer in Panama desires catalogues and prices on oil stoves.

683. HARDWARE.—An importer in Panama desires catalogues and prices covering hardware lines as tools, builders' hardware, etc.

684. AXE AND PICK HANDLES.—Manufacturers' agent in Buenos Aires wishes to obtain agency of Canadian manufacturer of axe and pick handles, Spanish type, of hickory and

oak. Send prices c.i.f. Buenos Aires in crates of ten dozen to Canadian Trade Commissioner, B. Mitre 430, Buenos Aires.

685. PAINT BRUSHES.—Manufacturers' representative in Buenos Aires wishes to obtain agency of Canadian manufacturers of paint brushes. Send catalogues and quotations to Canadian Trade Commissioner, B. Mitre 430, Buenos Aires.

686. MINING TOOLS.—A firm in Panama desire catalogue and prices covering mining tools, as shovels, picks, mattocks, hacksaws, steel for drills, etc.

687. RAILWAY EQUIPMENT.—A Hongkong firm of manufacturers' representatives and direct importers ask to be supplied with catalogues, c.i.f. prices, and specifications of railway equipment.

688. CHAIN-MAKING MACHINE.—Manufacturers' representative in Buenos Aires wishes to obtain agency for machine for the manufacture of chains for motor cars. Send catalogues, quotations and full particulars to Canadian Trade Commissioner, B. Mitre 430, Buenos Aires.

689. CALCIUM CARBIDE.—A firm in Panama wishes to buy calcium carbide in ton lots.

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING JUNE 9

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending June 9, 1930, with the official bank rate. Quotations for the week ending June 2, 1930, are also given for the sake of comparison.

Country	Unit	Parity	Nominal Quotations in Montreal Week ending June 2	Nominal Quotations in Montreal Week ending June 9	Official Bank Rate
Austria	Schilling	.1407	\$.1410	\$.1411	5½
Belgium	Belga	.1390	.1396	.1396	3
Bulgaria	Lev	.0072	.0072	.0072	10
Czechoslovakia	Krone	.....	.0296	.0296	4½
Denmark	Krone	.2680	.2676	.2675	4
Finland	Markka	.0252	.0252	.0252	6½
France	Franc	.0392	.0392	.0392	2½
Germany	Reichsmark	.2382	.2387	.2386	4½
Great Britain	Pound	4.8666	4.8592	4.8562	3
Greece	Drachma	.0130	.0130	.0130	9
Holland	Guilder	.4020	.4023	.4021	3
Hungary	Pengo	.1749	.1751	.1750	5½
Italy	Lira	.0526	.0524	.0524	5½
Jugo-Slavia	Dinar	.1930	.0177	.0177	5½
Norway	Krone	.2680	.2677	.2676	4½
Portugal	Escudo	1.0805	.0450	.0450	8
Roumania	Leu	.0060	.0060	.0060	9
Spain	Peseta	.....	.1217	.1210	5½
Sweden	Krona	.2680	.2683	.2684	3½
Switzerland	Franc	.1930	.1935	.1936	3
United States	Dollar	1.0000	1.0006	1.0000	3
Argentina	Peso (Paper)	.4244	.3803	.3806	—
Brazil	Milreis	.1196	.1181	.1175	—
Chile	Peso	.1217	.1211	.1206	6
Colombia	Peso	.9733	.9666	.9662	8
Mexico	Peso	.4985	.4751	.4735	6-7
Peru	Sol	.40	.3902	.3800	7
Venezuela	Bolivar	.1930	.1906	.1925	—
Uruguay	Peso	1.0342	.9231	.9200	—
Cuba	Peso	1.0000	1.0003	1.0006	—
Hongkong	Mex. Dollar	.....	.3295	.3175	—
India	Rupce	.3650	.3627	.3612	6
Japan	Yen	.4985	.4951	.4943	5.48
Java	Guilder	.4020	.4030	.4025	4½
Shanghai	Tael	.....	.4058	.3850	—
Siam	Baht (Tical)	.4424	.4528	.4500	—
Straits Settlements	Dollar	.5678	.5621	.5618	—
British Guiana	\$	.....	.....	.....	—
Barbados	\$	.....	.....	.....	—
Trinidad	\$	.....	.....	.....	—
Jamaica	Pound	4.8666	4.8630	4.8575	—
Other British West Indies	\$	1.013	1.009½	1.00½	—
Martinique	Franc	.0392	.0392	.0392	—
Guadeloupe	Franc	.0392	.0392	.0392	—

PROPOSED SAILINGS FROM CANADIAN PORTS*(The sailing dates are approximate and subject to change without notice)***From Montreal**

To Antwerp.—Montrose, June 19; Beaverburn, June 20; Beaverdale, June 27; Metagama, July 3; Beaverbrae, July 4; Montrose, July 17; Beaverford, July 18—all Canadian Pacific; York County, June 17; Peel County, June 27; Grey County, July 8; Brant County, July 21—all County Line.

To Avonmouth.—Kastalia, June 28; Salacia, July 26—both Anchor-Donaldson Line; Oranian, Dominion Line, July 12.

To Belfast and Dublin.—Carrigan Head, June 17; Fanad Head, June 28—both Head Line (cargo accepted for Londonderry and Cork).

To Cardiff and Swansea.—Oranian, Dominion Line, July 12; Kastalia, June 28; Salacia, July 26—both Anchor-Donaldson.

To Glasgow.—Minnedosa, June 21 and July 18; Melita, July 2—both Canadian Pacific; Athenia, June 27 and July 25; Letitia, July 11—both Anchor-Donaldson.

To Liverpool.—Duchess of Atholl, June 20; Duchess of Richmond, June 27; Duchess of Bedford, July 4; Duchess of York, July 12; Minnedosa, July 18—all Canadian Pacific; Andania, June 20 and July 18; Antonia, July 4—both Cunard Line; Albertie, June 21 and July 19; Laurentie, June 28; Doric, July 12—all White Star Line.

To London.—Beaverburn, June 20; Beaverdale, June 27; Beaverbrae, July 4; Beaverhill, July 11—all Canadian Pacific; Aurania, June 20 and July 18; Ascania, June 29; Alaunia, July 4; Ausonia, July 11—all Cunard Line; Megantic, White Star Line, July 10.

To Manchester.—Manchester Producer, June 19; Manchester Commerce, June 26; Manchester Citizen, July 3—all Manchester Line.

To Newcastle and Leith.—Cairnesk (also calls at Dundee), June 20; a steamer, July 4—both Cairn-Thomson Line.

To Southampton.—Montrose, June 19; Montclare, June 26—both Canadian Pacific; Megantic, White Star Line, July 10.

To South France and Italian Ports.—Valsavoia, June 16; Valreale, June 25; Vallarsa, June 30—all Lloyd Mediterraneo Italian Service.

To Havre.—Laval County, June 20; Grey County, July 8; Brant County, July 21—all County Line.

To Hamburg.—Montclare, June 26; Montcalm, July 5; Beaverhill, July 11—all Canadian Pacific; Kent County, County Line, June 27; Trier, July 5; Koeln, July 26—both North German Lloyd; a steamer, Hamburg-American Line, July 11.

To Bremen.—Trier, July 5; Koeln, July 26—both North German Lloyd.

To Rotterdam.—Elgin County, June 24; Labelle County, July 11; Kings County, July 25—all County Line.

To Bermuda, Santo Domingo, Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, Barbados, Grenada, Trinidad and Demerara.—Cornwallis, June 28; Champlain, July 12—both Canadian National.

To Hamilton, Nassau, Kingston and Belize.—Lady Rodney, June 20 and July 18; Cavalier (freight to Kingston only), June 27; Lady Somers, July 4; Cathcart (freight to Kingston only), July 11—all Canadian National.

To Bermuda, St. Kitts, Antigua, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo.—Italia, June 27; Spica, July 11—both Ocean Dominion SS. Corp.

To Australian Ports.—Canadian Britisher, June 30; Canadian Leader, July 30—both Canadian National.

To New Zealand Ports.—Canadian Cruiser, June 25; Canadian Transporter, July 25—both Canadian National.

To South African Ports.—Cochrane, Elder Dempster Line, June 25 (also calls at West African and Portuguese East African ports).

To South American Ports.—Canadian Traveller, June 20; Canadian Spinner, July 19—both Canadian National.

To St. Pierre-Miquelon and St. John's Nfld.—A steamer, Farquhar SS., June 23; Rosalind, Furness-Red Cross Line, June 20.

To Cornerbrook, Nfld.—North Voyageur, June 16 and 30; New Northland, June 25—both Clarke SS. Co.

From Quebec

To Southampton.—Empress of Scotland, June 18; Empress of Japan, June 24; Empress of France, June 25; Empress of Australia, July 2—all Canadian Pacific.

From Halifax

To London.—Missouri, Leyland Line, June 27.

To Liverpool.—Newfoundland, June 24 and July 29; Nova Scotia, July 12—both Furness Line.

To St. Pierre-Miquelon and St. John's, Nfld.—Nerissa, June 17 and July 1, 15 and 29; Fort St. George, July 8 and 22—both Furness-Red Cross Line; Newfoundland, June 24 and July 29; Nova Scotia, July 12—both Furness line.

To Bermuda, St. Kitts, Antigua, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo.—Manhem, June 19; Italia, July 3; Spica, July 17—all Ocean Dominion.

To Kingston, Jamaica.—Cathcart, June 16 and July 14; Cavelier, June 30—both Canadian National.

To Bermuda, Santo Domingo, Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, Barbados, Trinidad and Demerara.—Chomedy, June 19; Cornwallis, July 3; Champlain, July 17—all Canadian National.

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Hawkins, June 27; Lady Drake, July 11; Lady Nelson, July 25—all Canadian National.

To Santiago (Cuba) and Kingston (Jamaica).—Andalusia (also calls at Montego Bay and other Jamaica outports), June 25 and July 23; Caledonia, July 9—both Pickford & Black.

From St. John

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Hawkins, June 19; Lady Drake, July 3; Lady Nelson, July 17—all Canadian National.

To Port Said, Suez, Port Sudan, Aden, Mombasa (Kilindini), Tanga, Dar-es-Salaam, Rangoon and Calcutta.—A steamer, American and Indian SS., June 23.

From Vancouver

To Yokohama, Kobe, Shanghai and Hongkong.—Empress of Russia, June 26; Empress of Asia, July 24—both Canadian Pacific (also call at Manila); Yokohama Maru, June 18; Korea Maru, June 30; Mishima Maru (does not call at Hongkong), July 19—all Nippon Yusen Kaisha (also call at Moji).

To Yokohama, Kobe, Miike and Hongkong.—Tyndareus (does not call at Miike), June 24; Protesilaus, July 14—both Blue Funnel.

To Yokohama, Kobe and Osaka.—London Maru (also calls at Dairen and Taku), Osaka Shosen Kaisha, July 22.

To Yokohama, Kobe, Osaka and Moji.—Arabia Maru, June 26; Arizona Maru (also calls at Shanghai), July 15—both Osaka Shosen Kaisha.

To Auckland, Wellington, Lyttelton and Dunedin.—Golden Coast, June 17 (also calls at Timaru); Golden Cross, July 17—both Oceanic and Oriental Navigation Co.

To Honolulu, Suva, Auckland and Sydney.—Niagara, June 25; Aorangi, July 23—both Canadian-Australasian Line.

To Napier, Lyttelton, Dunedin and New Plymouth.—Waikawa, Canadian-Australasian Line, July 10.

To Auckland, Wellington, Melbourne and Sydney.—Waiotapu, Canadian-Australasian Line, July 1.

To Brisbane, Sydney, Newcastle, Melbourne and Adelaide.—A steamer, in June and July—both Transatlantic SS. Co. Ltd.

To Manchester.—Fresno City, June 26; East Lynn, July 12—both Reardon Smith Line; Pacific Ranger, Furness (Pacific) Line, June 28.

To Liverpool, Southampton, London and Rotterdam.—Loch Monar, June 18; Nebraska, July 3; Delftdyk, July 17—all North Pacific Coast Line.

To Haue, Dunkirk, Bordeaux and Antwerp.—Oregon, French Line, July 5.

To Hamburg, Bremen and Antwerp.—Oakland, June 26; Vancouver, July 8; Seattle, July 22—all Hamburg-American Line; Eemdyk (also calls at Rotterdam), North Pacific Coast Line, June 26.

To Barcelona, Marseilles, Genoa, Leghorn, Naples, Venice and Trieste.—Cellina, June 28; Leme, July 26—both Navigazione Libera Triestina.

To Santos, Rio de Janeiro, Buenos Aires, Montevideo, Rosario and Santa Fé.—Taranger, July; Hindanger, August—both Westfal-Larsen.

To Capetown, East London, Durban and Lourenco Marques.—Crown City, B.C. Shipping Agencies Ltd., June-July.

To Port of Spain (Trinidad) and Bridgetown (Barbados).—Stjerneborg, June 20; Lycia, July 20—both Canadian Transport Co. Ltd.

To Puerto Colombia.—Point Fermin, June 16; Point Montara, June 27; Point Sur, July 14; Point Arena, July 26—all Gulf Pacific Line.

Note—Firms who desire information concerning ocean mail services may have their names placed on the mailing list of the Post Office Weekly Bulletin by applying to the Post Office Department.

CONDENSED LIST OF PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

MISCELLANEOUS

- Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
- Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
- Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
- Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents.)
- Canada-West Indies Conference (1920). (Price 25 cents.)
- Canada-West Indies Conference Report (1925). (Price \$1.)
- Dominion Grain Research Laboratory (1920). (Price 10 cents.)
- Electrical Standards and their application to Trade and Commerce.
- Final Report of the Fuel Controller (1920).
- List of Licensed Elevators, etc. (Price 50 cents.)
- Motion Pictures, Catalogue of. (Price 10 cents.)
- Pan-Pacific Commercial Conference (1923). (Price 10 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

- Commercial Intelligence Journal Weekly (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada, \$3.50; single copies, 10 cents.
- Czechoslovakia as a Market for Canadian Products (1927). (Price 25 cents.)
- Denmark as a Market for Canadian Products (1926). (Price 25 cents.)
- Empire Tariff Preferences on Canadian Goods. (Price 25 cents.)
- French-Canadian Homespun Industry.
- Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)
- Invoice Requirements: Leaflets covering the following countries: Argentina; Australia; Belgium; Brazil; Chile; China; Colombia; Cuba; Denmark; Finland; France; Holland; India; Italy; Mexico; Netherlands East Indies; New Zealand; Peru; South Africa; Switzerland; Turkey; Uruguay; and Venezuela. (Free.)
- Lumber Market of Japan (1926). (Price 25 cents.)
- Map of the World showing Trade Routes. (1922 Edition.)
- Markets of British Malaya (1923). (Price 25 cents.)
- Markets of Central America (1929). (Price 25 cents.)
- Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price 25 cents.)
- Peru as a Market for Canadian Products (1926). (Price 25 cents.)
- Points for Exporters: Leaflets covering the following countries: Australia; Belgium; the Bahamas; Brazil; British Honduras; China; Colombia; Cuba; France; Hayti; Hongkong; India; Jamaica; Japan; Mexico; British Malaya and Siam; New Zealand; South Africa; British West Indies; Netherlands; and the United Kingdom. (Free.)
- Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)
- Sweden as a Market for Canadian Products (1928). (Price 25 cents.)
- Switzerland as a Market (1929). (Price 25 cents.)
- Trade of the African Sub-Continent (1928). (Price 25 cents.)
- Trade of the New Countries of Southeast Europe (1921). (Price 25 cents.)
- Trading Opportunities in Scandinavia (1922). (Price 25 cents.)
- Trade Possibilities of the Baltic States (1929). (Price 25 cents.)
- Trading with Colombia and Venezuela (1928). (Price 25 cents.)
- Trading with Egypt (1921). (Price 25 cents.)
- Trading with Greece (1921). (Price 25 cents.)
- Trading with Spain (1926). (Price 25 cents.)
- West Africa and its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.

- Census of Canada.
- Miscellaneous Statistics respecting the following: Business; Education; Employment; Finance (Provincial and Municipal); Justice; Transportation, including railways and tramways, express, telegraphs, telephones, water, etc.; Production, including agriculture, furs, fisheries, forestry, mining, construction and manufactures; Vital: Births, deaths, marriages, divorce.
- Canada, 1920.
- Year Book of Canada.
- Report of the Dominion Statistician, Annual.
- Trade (External) (Imports and Exports), Annual, Quarterly and Monthly.
- Trade (Internal), Prices, cost of living, capital movements, etc.

CANADIAN GOVERNMENT TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, B. Mitre 430, Buenos Aires. (Territory includes Chile and Uruguay.) *Cable Address, Canadian.*

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*
Commercial Agent: B. Millin, The Royal Exchange, Sydney, N.S.W.

Belgium

Jean J. Guay, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.* (Territory includes Roumania, Bulgaria, Hungary.)

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Ed. Da "A Noite," Sala 802, Praca Maua. *Cables, Canadian.*

British West Indies

Trinidad: R. T. Young. Address for letters—P.O. Box 125, Port of Spain. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*

Jamaica: F. W. Fraser, P.O. Box 225, Kingston. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, the Bahamas and British Honduras.) *Cable Address, Canadian.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—Daily News Building, 17 The Bund, Shanghai. *Cables, Canadian.*

Cuba

James Cormack. Address for letters—Apartado 1945. Office Address: Calle Obrapia 35, Havana, Cuba. (Territory includes San Domingo and Porto Rico.) *Cable Address, Canadian.*

France

Hercule Barré, 3 rue Scribe, Paris (9). (Territory includes French Colonies in North Africa, Egypt, Palestine, Syria.) *Cable Address, Cancomac.*

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Canadian.* (Territory covers Germany—except the Rhine Valley—Czechoslovakia, Austria, Poland, Esthonia, Latvia, Lithuania and Soviet Russia.)

Greece

Henri Tureot, 8 Metropole Street, Athens. (Territory includes Turkey.) *Cable Address, Canadian.*

Hongkong

Paul Sykes. Address for letters—P.O. Box 80. Office—Exchange Building, Hongkong. Territory includes South China, the Philippines, and Indo-China. *Cables, Canadian.*

India and Ceylon

Richard Grew, P.O. Box 2003, office, 8 Esplanade Mansions, Government Place East, Calcutta. *Cable Address, Canadian.*

Irish Free State

J. H. English, 66 Upper O'Connell street, Dublin. *Cable Address, Canadian.*

Italy

A. B. Muddiman, Via Manzoni Nr. 5—Milan (102). *Cables, Canadian.* Territory includes Spain, Portugal, Gibraltar, Canary Islands, Malta, Italian Colony in Africa, Albania, Jugoslavia, and Cyprus.)

Japan

Tokyo: J. A. Langley, Commercial Secretary Address for letters, P.O. Box F. 101, Tokyo Central. Office, Imperial Life Assurance Building, Marunouchi, Tokyo. *Cables, Canadian.*
 Kobe: Acting Trade Commissioner. Address for letters, P.O. Box 230. Office, Chamber of Commerce Bldg., Kobe. *Cables, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. (Territory includes Central American Republics.) *Cable Address, Cancoma.*

Netherlands

J. C. Macgillivray, Beursplein 26B, Rotterdam. (Territory includes the Rhine valley and Switzerland.) *Cable Address, Canadian.*

Netherlands East Indies

G. R. Heasman, P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Yorkshire House, Shortland street, Auckland. *Cable Address, Canadian.*

Norway

F. H. Palmer, Jernbanetorvet 4, Oslo. (Territory includes Scandinavian countries and Finland.) *Cable Address, Canadian.*

Panama

J. A. Strong, P.O. Box No. 222, Panama City. (Territory includes Venezuela and Colombia.) *Cable Address, Canadian.*

Peru

G. R. Stevens, Casilla 1212, Lima. Office, Calle Coca 478. (Territory includes Bolivia and Ecuador.) *Cable Address, Canadian.*

South Africa

C. S. Bissett, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

London: Harrison Watson, Canadian Building, Trafalgar Square, S.W. 1, England. *Cable Address, Sleighing, London.*

London: J. Forsyth Smith, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C. 2. *Cable Address, Canfrucum.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany and Spain.)

Liverpool: Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street, *Cable Address, Canadian.*

Bristol: Douglas S. Cole, Sun Building, Clare street. *Cable Address, Canadian.*

Glasgow: Gordon B. Johnson, 200 St. Vincent Street, Scotland. *Cable Address, Cantracom.*

United States

New York City: Frederic Hudd, 44 Whitehall street. (Territory covers New England, Atlantic seaboard states, Pennsylvania; also the Bermudas.) *Cables, Cantracom.*

Chicago: R. S. O'Meara, Willoughby Tower, 8 S. Michigan Avenue. (Territory covers the Middle West and the Mississippi Valley.) *Cables, Canadian.*

San Francisco: H. R. Poussette, Suite 405, Alaska Commercial Building, 310 Sansome St. (Territory covers the Pacific seaboard and Rocky Mountain states.)

NOTE.—Bentley's Second Phrase Code is used by Canadian Trade Commissioners.

Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. James Malcolm, M.P.

Deputy Minister: F. C. T. O'Hara

Director, Commercial Intelligence Service: C. H. Payne

Published in English and French. Subscription Price for either edition: \$1 per annum in Canada (single copies 5 cents each); \$3.50 outside the Dominion (single copies 10 cents each). Remittances, which may be made by Post Office or Express Orders, or Drafts, or Cheques, payable at par in Ottawa, should be addressed to the King's Printer, Government Printing Bureau, Ottawa.

Vol. XLII

Ottawa, June 21, 1930

No. 1377

TABLE OF CONTENTS

	Page		Page
Trade Commissioners on Tour...	929	Exports from Canada to United States...	950
Commercial Conditions in Central America...	930	Trade of British Guiana in 1929—	
Market for Fish in Argentine...	935	II Notes on Imports...	952
Review of Australian Trade, 1928-29		South African Food, Drugs and Dis-	
IV. Importations of Interest to		infectants Act...	956
Canada—cont'd...	939	Trade of Italy in 1929—II...	960
Liverpool Evaporated Apple Market.	943	Invoice Requirements for Central	
Flour Market Conditions in Liverpool	944	America...	963
Economic Conditions in North of		British Merchandise Marks Act...	967
England...	945	United States Tariff Act, 1930...	968
Fleece-lined Underwear in North of		Tariff Changes, Etc...	968
England...	947	Foreign Exchange Quotations...	970
Market for Musquash Pelts in Scot-		Trade Inquiries...	971
land...	948	Sailings from Canadian Ports...	973
New Cumnard for the Clyde...	948	List of Acts, etc., Administered...	975
Canned Goods Market of the Irish		Commercial Intelligence Service...	976
Free State...	949		

TRADE COMMISSIONERS ON TOUR

The following Canadian Trade Commissioners are at present on tour: Mr. Paul Sykes, Hongkong (whose territory covers South China, the Philippines, North Borneo, and Indo-China); Mr. James Cormack, Havana, Cuba; Mr. F. W. Fraser, Kingston, Jamaica; and Mr. G. R. Heasman, Batavia, Java. Subjoined are the dates of their itineraries as at present arranged:—

Mr. Sykes

Pembroke and Renfrew ..	June 16	Montreal...	June 24 to 28
Kingston ..	June 18	Quebec...	June 30
Deseronto and Belleville...	June 19	Montreal...	July 2 to 9
Bowmanville and Oshawa...	June 20	Granby ..	July 10
Peterborough ..	June 21	Sherbrooke ..	July 11
Brockville and Morrisburg ..	June 23		

Mr. Cormack

Montreal ..	June 16 to 28	London, Woodstock and	
Quebec ..	July 2	Ingersoll ..	July 14
Belleville and Cobourg ..	July 4	Kitchener, Galt and Guelph...	July 15-16
Oshawa ..	July 5	Brantford ..	July 17-18
Owen Sound, Chesley and		Hamilton ..	July 21 to 23
Port Elgin...	July 7	St. Catharines and Thorold...	July 24
Goderich...	July 8	Niagara Falls ..	July 25
Sarnia ..	July 9	Oakville...	July 26
Windsor ..	July 10	Toronto ..	July 28 to Aug. 9
Chatham ..	July 11		

Mr. Fraser

Brantford June 22, 23
 Woodstock and Ingersoll June 24

Hamilton June 25 to 27
 Niagara Falls June 28 to 30

Mr. Heasman

Windsor, Ford and
 Chatham June 23 and 24

London, St. Thomas,
 Ingersoll and St. Mary's . . June 25, 26 and 27

Firms who desire to be brought in touch with the Trade Commissioners are requested, in the case of Montreal, to communicate either with the Assistant Secretary of the Montreal Board of Trade or the Secretary, Quebec Division, Canadian Manufacturers' Association; in that of Toronto, with the Secretary, Canadian Manufacturers' Association; and in the case of the other cities included in the above lists, with the Secretary of the Board of Trade or Chamber of Commerce.

COMMERCIAL CONDITIONS IN CENTRAL AMERICA

C. NOEL WILDE, CANADIAN TRADE COMMISSIONER

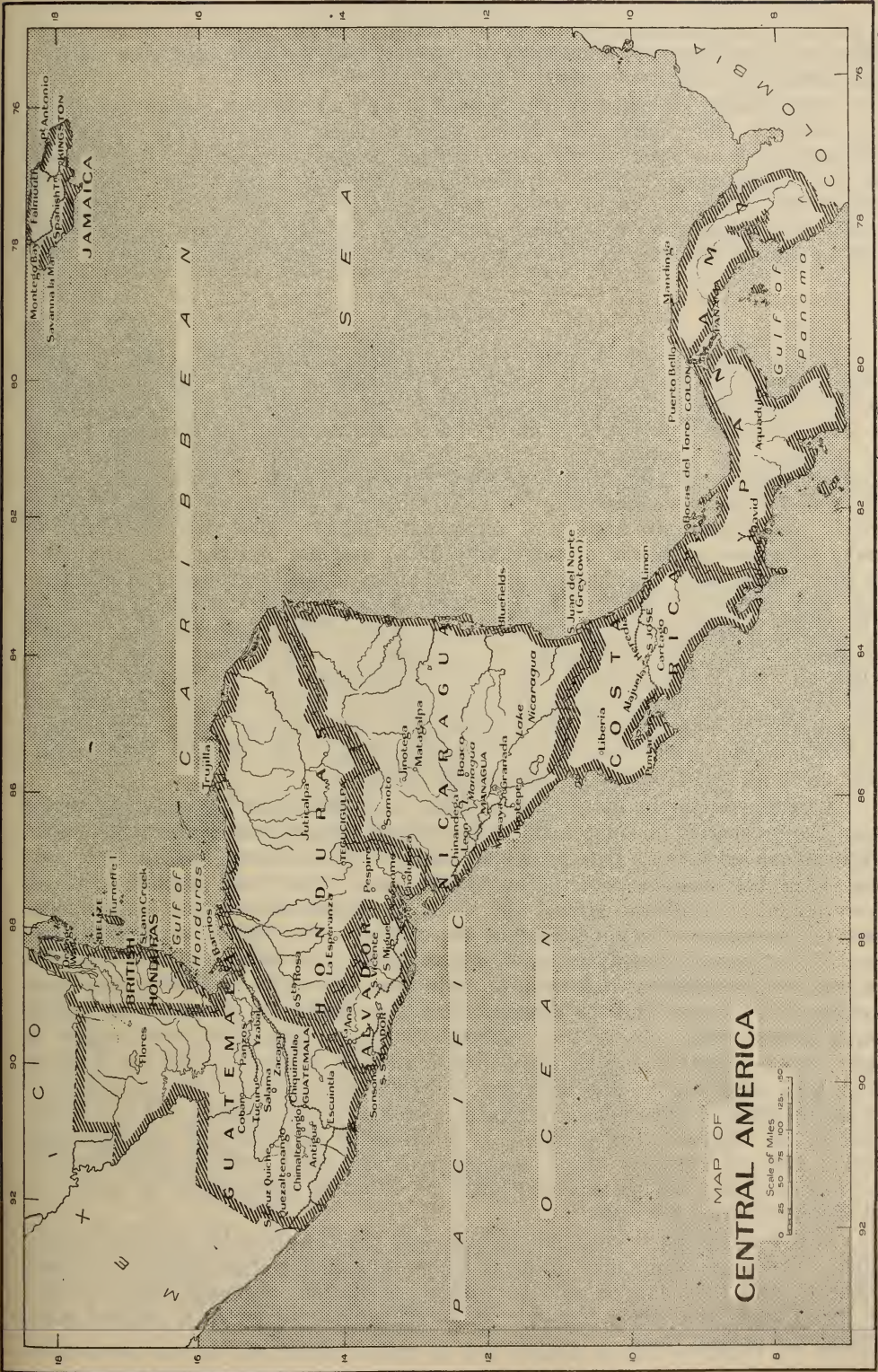
Mexico City, Mexico, June 5, 1930.—For many years the five republics of Central America have enjoyed a period of exceptional prosperity. Since the World War the raw materials upon the export of which they depended for their revenue have been in demand in the principal markets of the world at high prices; the sale of these products brought ample funds into the various countries, which were used in the purchase of imported goods and the introduction of a higher standard of living among the upper classes of the community. The native Indians, who form the bulk of the labouring classes, were also able to find good employment at satisfactory wages.

The principal natural product upon which Central America depends for its revenue is coffee; it is of the highest quality, and this fact, combined with meticulous care in cleaning, preparation and packing, enabled growers to secure highly satisfactory profits, which were partly expended in increasing the acreage of the *fincas* (estates) and improving the condition of those already in existence.

Other export crops of considerable importance are bananas and sugar, but the influence of these upon the general prosperity of the country has been very small compared with that due to the coffee trade.

At the end of August, 1929, however, a sudden drop took place in the price of coffee, and in a very short time a condition of acute crisis occurred in all countries dependent upon the revenue of this crop for their prosperity. The increased production of Central America, due to high prices, had by that time produced a condition of affairs where the supply exceeded the demand. The world situation of over-production, as instanced in the cases of rubber, silver, wheat, oil, and many other commodities of wide consumption, afford parallel instances. Thus in some cases the selling price of coffee suddenly fell below the actual cost of production and many growers were faced with bankruptcy. This situation immediately affected the banks and private operators who financed the coffee crop, and they in turn found themselves faced with the possibility of losing money upon their operations.

In the meantime the large revenue previously derived from exports of coffee, and the consequent prosperity, had induced merchants and importers to lay in large stocks of foreign goods, more especially of the luxury class, in anticipation of the continuance of demand. When the coffee crisis developed these merchants found themselves unable to dispose of their stocks; in consequence they were unable to meet their payments in cases where the goods had been shipped to them on extended credit terms. The retailers also were affected in the same manner, being unable to dispose of the goods in their stores.



Prepared by Natural Resources Intelligence Service
Department of the Interior

Thus since the end of August, 1929, Central America has been undergoing a period of readjustment with a great reduction in the movement of merchandise, scarcity of money, high rates of interest, and, as some observers suggest, the possibility of an acute crisis in the near future.

This difficult situation is complicated in each of the five Central American republics by other influences, which differ in each country. The opinion is expressed by some observers that these influences have been produced on account of the "coffee crisis"; other expressions of opinion suggest that they were already in existence and have only been brought to light by the shortage of funds consequent upon the coffee crisis itself. A brief summary of the situation in each of the five republics due to these additional factors follows:—

GUATEMALA

In this country the situation was complicated in the year 1929 by three factors, the most important of which was probably a revised tariff of customs duties which came into operation on July 1. In anticipation of increased rates of duty, merchants placed large orders for foreign commodities, seeing no reason for a change in continuance of the existing prosperity. Such purchases are usually made on extended terms, in some cases amounting to six months; when the coffee crisis developed they found themselves with these stocks on their hands, and inadequate means of payment. Bankers also were unwilling to make advances on stocks of merchants or to discount drafts, more especially as their funds were largely tied up in advances to coffee-growers. The situation was rendered worse by the fact that the cost of production of coffee in Guatemala is somewhat in excess of that of other countries owing to the expenses of transportation, the remoteness of a number of coffee *fincas* from the sea-coast, and the high cost of labour. (It is estimated that the cost of coffee is some three cents higher per pound in Guatemala than that of El Salvador; the product of both countries is, however, sold on a basis of world competition and thus a price which might give moderate profit in El Salvador would probably mean an actual loss to a Guatemalan grower.)

A further factor in the situation which is recognized as having an influence upon the prosperity of Guatemala is the expenditure on public works and other Government activities. It is recognized that the Government has hitherto been one of the best customers of the merchants, and it is a usual practice to check Government expenditure against the value of exports in order to secure some idea of the commercial conditions in the country. In 1924 it is reported that total Government expenditure amounted to about one-third of the value of the exports, while in 1928 it had risen to more than one-half. In 1929 it had risen to nearly two-thirds, and the prospects are that during the present year it may reach three-fourths. It is thus considered that a deficit in the budget is unavoidable, and this may lead to depression of the currency which has hitherto been held definitely at par with the United States dollar. The prospects of currency inflation have caused alarm to merchants and bankers and the future situation is awaited with anxiety. It is probable that business has decreased during 1930 at least one third as compared with 1929, and no great demand for foreign goods can be expected until the situation rights itself by means of an increased price for coffee.

In the meantime it must not be supposed that business has become impossible. There are a number of firms whose financial responsibility is beyond question, and they can be sold to without hesitation, although there appears to be no doubt that their demands for merchandise will be on a reduced scale during the present year.

EL SALVADOR

The situation in El Salvador does not appear to be so critical as in the other republics. This is due to the fact that most of the owners of the coffee *fincas* reside on their estates; they give close personal attention to the crop and practically the whole revenue is spent in the country itself. The small area of the country, the comparatively easy means of communication, and a satisfactory and cheap labour supply render the cost of production considerably lower than that of the other countries. Thus, as mentioned above, El Salvador can sell coffee at a profit where other countries would sell at a loss, and it is probably for this reason that the crisis will not affect El Salvador to the same extent as Guatemala. At the same time the loss of revenue will have a serious effect upon the purchasing power of the public. This loss is estimated at \$10,000,000 per annum, which in turn means a loss of purchasing capacity for imports of the same amount. When it is realized that the total imports of the country are only about \$20,000,000 per annum, it is obvious that the purchasing capacity has been reduced by approximately one-half. In the meantime merchants are overloaded with stocks which must be absorbed before orders on a large scale can be placed.

It is considered, however, that the financial condition of El Salvador is fundamentally sound, and competent observers state that the crisis will be weathered without undue distress.

HONDURAS

This republic is of little importance as a producer of coffee, its principal export consisting of bananas, which are produced on the Atlantic coast; the revenue derived from these exports does not circulate in the Pacific area to any great extent, the latter depending more upon exports of minerals and sugar for its revenue. Thus for the past few years the Atlantic area has been assuming increasing importance, and it is probable that the commercial centre of the country will move to the city of San Pedro Sula instead of Tegucigalpa, if indeed this has not already taken place.

Thus the commercial situation in Honduras has been influenced by factors with which the coffee crisis has had little to do. At the end of 1928 stocks of merchandise were considerably depleted, but after the general election (which took place at that time) business increased rapidly, and merchants, anticipating that the demand for foreign commodities would continue to increase, bought far ahead of their requirements.

Towards the latter half of 1929 sales fell off greatly and merchants were left with large stocks on hand and many overdue drafts unpaid.

Early in the present year the situation became still more difficult as bankers refused to sell or collect drafts in United States currency for silver; the Honduran peso (which may be said no longer to exist, its place having been taken by repudiated silver coinage from many parts of Central and South America) has no more than its intrinsic value, as it has no gold backing. Its nominal value, however, was kept at a fictitious rate of two to one owing to heavy exports at high prices of the natural products of the country which provided collateral abroad.

At the present time, the price of silver having dropped so heavily and exports having decreased, the local banks refuse to be loaded with silver currency for which they can find no exit. The situation is made more difficult by the Government demanding 50 per cent of the customs duties, together with certain surcharges, in United States currency, which they take at an exchange rate of two pesos to the dollar; the amount of such currency in circulation is not sufficient to cover the requirements of the merchants in meeting their foreign obligations, and as the banks refuse to sell United States currency for silver,

merchants have to purchase it wherever obtainable at a daily increasing premium. An additional difficulty is due to the fact that the Government have refused to transfer their receipts in United States currency from the Atlantic area to Tegucigalpa. Thus in the capital the cost of American currency is increasing as compared with the Honduran peso, which is intrinsically worth only its value as bullion. On this account merchants are expecting still further heavy losses; trade is paralysed, as no one knows to what heights exchange will rise, and merchants are unwilling to incur obligations in gold which they may later be powerless to fulfil.

A further result of the exchange situation is that, with the necessary reduction in imports, the Government will not receive the amount of revenue for which provision is made in the budget and a deficit must therefore ensue.

NICARAGUA

Coffee accounts for some 50 per cent of the exports of Nicaragua; the heavy fall in prices of this crop have had a similar effect to that mentioned in the cases of Guatemala and El Salvador; in other words, merchants were caught with large stocks on hand and heavy liabilities combined with a sudden decrease in demand. Thus money is scarce and little importing is taking place. In the case of Nicaragua, however, there is no likelihood of depreciation of the currency as this is held at par with the United States dollar by means of deposits in New York. The general commercial situation is, however, affected by a disposition to wait until the influence of the new Government becomes clarified. It is considered that during the past year means of communication have been considerably improved, new roads having been opened up in various parts of the country, and surveys for new branch railways having been made. On the other hand, it is felt that the situation in regard to banking affairs and the administration of the Pacific railway has been unsatisfactory.

An important event during the year 1929 was the making of the preliminary surveys for the proposed Nicaraguan Canal, which was conducted with a force of 25 engineers and 250 assistants. It is understood that the Pacific terminal point of the canal will be situated at Brito, from whence it will follow the line of the Rio Grande and Las Lajas to Lake Nicaragua. It will then cross Lake Nicaragua to San Carlos and follow the general line of the San Juan river to Greytown on the Atlantic coast.

COSTA RICA

The general situation in regard to the coffee crisis is as above outlined in the cases of Guatemala, El Salvador, and Nicaragua. Costa Rica is, however, in a different situation from other countries in that the banana industry (situated on the Atlantic coast and centred at Puerto Limon) has a great influence upon the prosperity and the purchasing power of the people at large. This is due to the fact that railway communication between the banana area and the capital is rapid and efficient, and the revenue received by the banana grower percolates throughout the country to a much greater extent than any one of the other republics. During 1929 a campaign was initiated against the large fruit company which has for many years controlled the banana industry, and this campaign culminated in a new law which increased the export tax to an extent which it was claimed would make the industry unprofitable. As a result the export of bananas decreased by more than a million bunches; this led to a considerable amount of unemployment and distress, not only in the banana area but in those areas where the banana revenue was usually expended.

The combined influence of the coffee crisis and the banana situation thus briefly outlined have led to a great decrease in business, and it is anticipated that imports will fall off considerably during the present year. It is generally

considered, however, that Costa Rica is fundamentally in a sound position, and it is likely to secure the earliest benefit from any increase in coffee prices which may take place in the future. This is on account of the fact that coffee has been exported from Costa Rica for nearly a hundred years; its name is well known and it usually brings a somewhat higher price than that of other Central American countries.

SUMMARY

In view of the above facts, it is considered improbable that any large amount of trade can be done by exporters in Central America during the present year. It must not, however, be considered that all merchants and buyers are in an unsound financial condition. There are many responsible houses to whom goods can be sold, and the best observers considered that the present is a time when the market should be "nursed" with a view to future operations. Canadian exporters are therefore recommended to investigate the market, taking at the same time suitable precautions in regard to the appointment of agents or the shipment of goods. Inquiries from firms showing a sympathetic interest in the five republics at the present time will be welcomed by importers, which may be remembered in the future when there are greater opportunities for business.

MARKET FOR FISH IN ARGENTINA

O. M. ARMSTRONG, ASSISTANT TRADE COMMISSIONER

Buenos Aires, April 30, 1930.—The Argentine market for fresh fish is supplied almost in its entirety from the coasts of Uruguay and a fishing centre known as Mar del Plata some 200 miles to the south of Buenos Aires on the Atlantic seaboard. From these two centres the catch arrives almost daily during the whole year. Although a certain amount of fresh fish is imported from Spain, the United States, and Canada, the quantity is greatly reduced due to the fact that the retail distributors are not supplied with individual cold storage accommodation. In the half-dozen large markets in Buenos Aires there is barely a stall that has its own refrigerator. There are plenty of very large cold storage warehouses, but these are used for storing perishable goods in wholesale quantities only. Many large butcher shops have their own refrigerators, but this class of trade does not seem disposed to handle fish. When the various stalls in the large markets equip themselves with refrigerators, as they are bound to do in the not distant future, the local market for fresh frozen fish should be large and valuable. With the exception of smoked salmon, the duty on which is 32 per cent of the declared value, all fresh fish entering the country is free of duty.

IMPORTING SEASON

Of the fish consumed in Argentina, 55·8 per cent is fresh fish. This quantity comes almost in its entirety from the Mar del Plata. About 7½ per cent of the fresh fish consumed only is imported. The importing season begins about the 1st of March and continues until the end of July. During the remaining seven months of the year the quantity of fresh fish imported is almost negligible, due to the abundant supplies being offered from the Mar del Plata.

FRESH FROZEN SMOKED SALMON

Fresh frozen smoked salmon is now being shipped to the market by Canadian companies on the West Coast. The very finest red spring, lightly smoked and lightly salted, only is in demand. A short time ago a shipment arrived from Canada that was darkly smoked and heavily salted; this shipment was

refused by the customer and is now lying in the local frigorifico at the shipper's disposal; cold storage charges at 2 cents per 50 pounds per day for his account. The sale of smoked salmon is very limited due to its high price and to the fact that duty clearance charges are 32 per cent of its declared value. High-class hotels and restaurants only handle it.

FRESH FROZEN SALMON

There is a small market for fresh frozen salmon. Cohoe is the accepted variety. Prices to-day are 20 cents Canadian per pound c.i.f. Buenos Aires.

HALIBUT AND DOVER SOLES

Halibut and dover soles have already been introduced from Canada at 20 and 14 cents per pound c.i.f. respectively. Since these varieties are barely known here, it will take some time before quantity sales may be looked for.

OTHER VARIETIES

Other varieties of fresh fish from Canada and the United States are not known in Argentina. A Canadian company on the West Coast is offering samples of white fish and lake trout, and an effort will be made to introduce these when they arrive. The prospects of large sales in any variety of fresh fish are, however, not to be expected, due to the competition from local fish and the lack of the use of small refrigerators in the shops and market stalls.

CANNED SALMON

Some difficulty has been experienced by Canadian canners in entering the Argentine market for the sale of canned salmon since the passing of a law on January 30, 1925, prohibiting the sale of pasty food products, etc., unless the metal containers in which they are packed are treated inside with a coat of varnish. A translation of Article 5, part (a) of this law, reads as follows:—

Metal containers for pasty food products or those packed in liquids of acid reaction or solutions of common salt or brine must be coated internally with a protecting varnish free from poisonous substance.

Mortons of England have complied with this law and have been exporting canned salmon to Argentina in substantial quantities for some time past.

The Argentine law relative to the varnishing of tins has been the subject of contention since it was put into force. Some affirm that it should not apply to canned salmon. In actual practice the varnishing of the tins is not insisted upon; what is insisted upon, however, is part (b), Article 5, of the same law, which reads as follows:—

In the case of pasty preserves or those in liquids, it will be understood by acid reaction, for the purposes of the application of this article, that which exceeds an acidity equivalent to six cubic centimetres of normal sodium hydrate per cent by weight of the pasty substance or of the liquid as the case may be.

The procedure of the Government has not been to insist on the varnishing of tins containing salmon; it has, however, insisted that salmon fill the requirements of the non-acidity test. Although the non-acidity test is applied by the local department of hygiene on every consignment of salmon entering the country, no rejections have been made for the past eighteen months. It seems reasonable to assume therefore that Canadian firms offering salmon that comply with the non-acidity test should have no difficulty in this market even though the cans are not varnished internally.

The consumption of canned salmon is relatively small in Argentina due to the high duties charged—approximately 32 cents Canadian per pound. Local

canning plants are now making experiments in the canning of salmon from imported fresh frozen coho and fall salmon. If these ventures are successful—as one of them now appears to be—it is expected that the sales of canned salmon will increase very largely and that imports will fall away to a negligible quantity.

Article 12 of the above-mentioned law requires that

The vessels for food products or beverages must carry labels, cards, reading matter or marks engraved, stamped or perfectly adhered with the following details, in printed letters of uniform size, prominence and colour:—

- (1) Exact name of the product, in Spanish.
- (2) Weight or net volume of the goods expressed in the decimal metric system.
- (3) Date of crop, manufacture or packing, showing the month or year in which it was done.
- (4) Country or region of origin.
- (5) Name of the firm or proprietor of the producing establishment or in its absence that of the agent, representative or importer.

The information required under Article 12 of this ordinance must be supplied *in Spanish*.

Three classes only of canned salmon are known in Argentina: red, pink, and chum. Red is much too expensive and has practically no sale. Chum is classed as inferior and the demand is practically negligible. Pink is in demand in relatively small quantities at \$6.80 c.i.f. Buenos Aires per case of forty-eight tall tins. Since all food products are subjected to an analysis by the Department of Hygiene before they are allowed to enter the country, purchases from abroad are bought subject to this analysis, and paid for cash against documents after it is made. No uneasiness should be felt by Canadian shippers over this regulation; if the food product offered is in good condition and fit for consumption it will be passed readily by the local inspectors.

SARDINES IN OLIVE OIL

Sardines in olive oil are imported in large quantities, averaging 7,300 metric tons annually. The principal countries of origin are Spain and Portugal. The duty is approximately 1 cent per pound, including the container. The sizes of the tins given in the order of their importance from a sales point of view are 200, 160, and 250 grams.

Prices c.i.f. Buenos Aires packed in case of 100 tins, origin Spain, are: 200 grams, \$8.19; 250 grams, \$9.75.

Sardines in oil are usually well within the acidity content allowed by the Department of Hygiene; for this reason it is not necessary that the tins be lacquered inside. Canadian firms in a position to make offers should send samples (by sample post, *not parcel post*, in packages of one pound or less) to the office of the Trade Commissioner.

SARDINES IN BRINE AND TOMATO SAUCE

Sardines in brine are imported in very large quantities in round tins of six kilos each, eight tins to a case. The duty is approximately 4 cents per pound.

Sardines in tomato sauce from the United States packed in oval tins of 600 grams, forty-eight tins to a case, also enjoy large sales. Prices at date of writing are \$3.75 c.i.f. Buenos Aires per case; the duty, 1 cent per pound. Sardines in tomato sauce are preferred, slightly less cooked than the American offering.

ANCHOVIES IN BRINE

Anchovies in brine of Spanish origin enjoy a good market. The largest sales are for those packed in round lithographed tins of 2 kilos each, twenty-

four tins to a case. Anchovy paste from the United Kingdom is imported in small quantities in pots of 150 grams, forty-eight pots to a case.

The acidity content of sardines in brine, sardines in tomato sauce and anchovies in brine, is usually too high to pass the Department of Hygiene non-acidity test; they should therefore be offered in lacquered tins.

STOCK FISH

Imports of stock fish from Norway amounted to 158 metric tons in 1927 and to 191 metric tons in 1928. It comes in bundles of 46 kilos, each tied with wire and double-wrapped in jute bagging. Stock fish is offered without heads, gutted and perfectly dry; prices to-day range between \$20 and \$22 per 100 kilos c.i.f. Buenos Aires.

WHOLE CODFISH

Whole dried boneless codfish is imported in large quantities in hermetically sealed cases of 41 kilos net, each lined with zinc. Imports in 1927 were 5,433 metric tons compared with 4,897 metric tons in 1928. The principal country of origin is Norway. The duty on whole codfish entering Argentina is slightly less than 1 cent Canadian per pound.

The fish is offered without bones, without heads, open, white and perfectly dry. Prices c.i.f. Buenos Aires are between \$10.80 and \$11.28 per case. The importing season is December, January, and February.

CUT CODFISH

Imports of cut codfish come principally from Norway. The figures for 1927 were 273 metric tons compared with 298 metric tons in 1928. The largest sales are for tins of $2\frac{1}{2}$, 5, and 10 kilos, though minor sales are effected in wooden and cardboard boxes. Purchases are made in December and January.

Cut codfish is packed in slices in the tins and is without bones, perfectly dry and white. Prices c.i.f. vary between 58s. and 60s. per case of two tins of 10 kilos or four tins of 5 kilos.

PICKLED HERRINGS

Imported herrings are offered in Argentina under the trade names of Mattfulls and Matjes.

Mattfulls are prepared, salted and gutted, with the stomach taken out; the roe and milt left in. They are offered in barrels of between 800 to 900 fish. In January prices per barrel were 54s. f.o.b. Great Yarmouth.

Scotch Matjes are offered in half- and quarter-barrels containing approximately 300 and 160 fish. Matjes are prepared in pickle; mild-cured, head and tail on and gutted. The stomach is taken out, but the roe and milt is left in. In January last the price of a half-barrel containing approximately 330 large fish was 40s. f.o.b. Glasgow.

LACK OF OFFERS FROM CANADA

From the small amount of imports of preserved fish from Canada into Argentina, it would appear that the market is being neglected. Although Canadian houses have been asked for samples and prices of the fish required locally, very few offers have come forward and those that have been made have met with little result. Prices and samples have been asked of codfish on more than one occasion, for example, but no offers were made that would meet the demands of the local large and valuable market. Many attempts have also been made to induce Canadian canners to offer sardines, but apparently the supply available in Canada was not sufficient to warrant even a trial shipment.

The Trade Commissioner will be pleased to receive small sample lots of codfish cut or whole, sardines, anchovies, herrings, etc., and show them to the trade if it is considered from a reading of this report that the local competition, both in price and preparation, can be faced. An offer to send samples, however, should preferably be arranged beforehand by letter.

Better success has been experienced with fresh fish. Fresh smoked salmon, fresh frozen salmon, fresh frozen halibut, and fresh frozen dover soles have been introduced during the last six months and have received a good reception.

Canadian fresh frozen fall salmon at 11 cents per pound f.o.b. Vancouver has also been introduced into Argentina for canning purposes and has proved a success.

Although the market for fresh frozen fish is very small, it is possible that other varieties from Canada might be added to the list. Offers to send samples are solicited from Canadian firms interested.

REVIEW OF AUSTRALIAN TRADE, 1928-29

D. H. ROSS, CANADIAN TRADE COMMISSIONER

IV.—Importations of Interest to Canada—*Continued*

AUSTRALIAN IMPORTS OF MOTOR CARS FROM ALL COUNTRIES

The importation of motor car chassis into Australia in 1928-29 did not constitute a record, though the values were quite formidable. The imports in 1926-27 were £3,559,093 higher. The importations of chassis in 1928-29 were valued at £9,205,466 (\$44,738,565), or an increase of £2,065,098 (\$10,036,376) over the previous year. The importations of motor car bodies (as independent of chassis) aggregated the record figures of £1,471,895 (\$7,153,410) in 1928-29. British motor car chassis and bodies enjoy an exceptionally large tariff preference over those manufactured in other countries.

The following comparative schedules, showing the total Australian imports of motor car bodies and chassis from each country of origin in 1926-27 to 1928-29, are submitted for the information of Canadian manufacturers:—

Imports of Bodies for Motor Cars, Lorries, Wagons, and Parts, n.e.i.

	1926-27	1927-28	1928-29
Total imports	£1,413,880	£1,116,419	£1,471,895
United Kingdom	95,079	68,682	70,232
Canada	8,263	1,799	198,632
France	11,476	5,601	4,295
Germany	740	824	1,485
Italy	30,542	16,018	8,373
United States	1,261,898	1,021,884	1,188,184

Imports of Chassis for Motor Cars, Lorries, Wagons, and Parts (but not including Rubber Tyres)

	1926-27	1927-28	1928-29
Total imports	£12,764,559	£7,140,368	£9,205,466
United Kingdom	3,279,448	1,369,686	1,418,780
Canada	1,083,529	262,956	1,674,880
Belgium	24,512	3,714	2,851
France	236,431	80,909	24,608
Germany	5,098	9,966	12,232
Italy	233,165	70,367	83,191
United States	7,897,388	5,339,203	5,984,576

IMPORTATION OF MOTOR CARS FROM CANADA, 1926-27 TO 1928-29

As the appended schedules indicate, there was a marked increase in the value of importations of motor car chassis, bodies, and parts into Australia in

1928-29 in comparison with the two previous years. The decline in 1927-28 was attributable to delay in placing new models on the market. Motor cars and parts held first place (\$9,105,268) in the value of Canadian exports to Australia in 1928-29.

The total value of importations from Canada in 1928-29 was compiled as follows:—

Chassis, unassembled, No. 23,028, valued at	£1,620,171
Chassis, assembled, No. 94, valued at	6,704
Chassis parts, valued at	48,005
Motor car bodies, No. 2,388, valued at	198,632
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	£1,873,512

The principal manufacturers of Canadian motor cars, exporting largely to Australia, have branches throughout the Commonwealth to which consignments are shipped in bulk and assembled at port of destination. Owing to high duties the car bodies are practically all made in Australia.

The imports of Canadian motor cars during recent years are, for comparative purposes, shown this:—

1926-27	£ 933,988
1927-28	264,755
1928-29	1,873,512

IMPORTS OF BICYCLES, VEHICLES AND PARTS, ETC.

Under this miscellaneous tabulation imports from Canada increased by £122,465 in comparison with 1927-28, which is attributable to Canadian vehicle parts which—under the trade agreement—have a tariff preference of 5½ per cent over those of foreign countries. The appended schedules give the value of the total imports—and the imports from Canada—of bicycles and parts, and vehicles and parts, for the years 1927-28 and 1928-29. The extent of the trade is illustrated this:—

Total Australian imports	1927-28	1928-29
Aircraft and parts	£ 125,148	£ 241,735
Bicycles, tricycles, etc.	27,066	26,998
Brake and transmission lining	77,480	99,037
Side cars and parts	1,252	1,058
Shock absorbers	39,474	90,029
Horns, reflectors, etc.	84,630	92,029
Cycle parts, n.e.i.	262,267	264,800
Valves for pneumatic tires, etc.	249,961	284,218
Cycle tubing	15,293	13,642
Cycles and frames	484,129	655,555
Axles and axle-boxes, ball-bearing	10,787	7,441
Axles for railway and tramways	12,041	2,176
Axles, n.e.i.	5,915	8,336
Balls for cycle bearings	2,325	1,516
Perambulators and go-carts and parts	18,598	19,783
Railway and tramway vehicles	1,782	89,091
Springs for vehicles	11,984	4,086
Vehicles, n.e.i.	81,268	57,469
Vehicle parts, n.e.i.	893,020	1,139,862
Wheels	85,101	19,381
	<hr/>	<hr/>
	£2,489,521	£3,118,242
Total imports from Canada	1927-28	1928-29
Bicycles, tricycles, etc.	£ 3,587	£ 4,800
Brake and transmission lining	1,448	1,953
Shock absorbers	116	15,313
Horns, reflectors, etc.	193	1,468
Cycle parts, n.e.i.	2,268	2,504
Valves for pneumatic tires, etc.	5,489	11,881
Cycle tubing	42	60
Axle and axle-boxes, ball-bearing	5,442	250
Springs for vehicles	3,343	1,258
Vehicles, n.e.i.	968	1,468
Vehicle parts, n.e.i.	40,468	134,874
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	£ 63,364	£ 175,829

AUSTRALIAN IMPORTS OF PAPER, PULP, AND STATIONERY

A comprehensive review of the Australian market for Canadian and other oversea paper of all classes appeared in *Commercial Intelligence Journal* No. 1209 (April 2, 1927), to which special inquiries are referred.

The importations of all classes of paper in 1928-29 declined by £251,443 in comparison with the previous year. Appended is a summary of the total Australian imports of paper, pulp, books, and stationery lines during the last two fiscal years:—

	1927-28	1928-29
Newsprint and printing papers	£3,086,023	£3,046,868
Wrapping papers, including kraft	373,055	365,886
Writing and typewriting papers	600,565	604,444
Other papers	887,602	961,156
Paperhangings and wallpaper	129,795	138,232
Total paper imports	£5,077,040	£5,116,586
Wood pulp, chemical	300,076	137,845
Wood pulp, mechanical	7,727	13,984
Stationery, books and sundries	2,796,958	2,661,943
	£8,181,801	£7,930,358

AUSTRALIAN IMPORTS OF PAPER FROM CANADA, 1925-26 TO 1928-29

Imports of Canadian paper into Australia since the trade agreement between the two countries came into operation on October 1, 1925, have shown great expansion. This particularly applies to newsprint, which had declined in 1923-24 to £63,535 and in 1924-25 to £19,952. Under the agreement Australia admits Canadian newsprint and printing paper free of duty, the same as from the United Kingdom, as against a duty of £3 (\$14.60) per long ton on similar paper of foreign origin; and another class of Canadian printing paper, as well as writing and typewriting paper, is also accorded the British preference of 10 per cent over these types of paper from other countries. The substantial gains derived by Canadian paper mills through the trade agreement are clearly indicated in the appended comparative schedule of the imports from Canada during the last four fiscal years:—

Paper from Canada	1925-26	1926-27	1927-28	1928-29
Printing paper, news, etc.	£248,336	£683,944	£909,930	£ 955,207
Wrapping and kraft papers	68,687	47,453	25,906	26,858
Writing and typewriting	21,129	28,185	17,693	27,463
Paper, all other	12,450	7,603	12,987	13,264
Wallpapers	16,683	17,033	13,317	15,170
Other paper goods	10,119	6,648	8,349	6,734
	£377,404	£790,866	£988,182	£1,044,696

IMPORTS OF NEWSPRINT AND OTHER PRINTING PAPERS

The appended schedules illustrate the total Australian importations of newsprint and other printing papers (i.e. glazed and unglazed, mill-glazed or coated, in plain sheets or rolls), and the variation in values, from each country of origin during the last three fiscal years:—

Newsprint

Country of origin	1926-27	1927-28	1928-29
United Kingdom	£1,585,517	£1,311,122	£1,329,078
Canada	649,914	900,155	943,791
Norway	54,971	76,914	36,576
Sweden	82,093	67,207	47,271
Other countries	4,028	2,056	3,641
	£2,376,523	£2,357,454	£2,360,357

IMPORTS OF NEWSPRINT AND OTHER PRINTING PAPERS—*Concluded*
Glazed, Unglazed, Mill-glazed, or Coated Papers

	1926-27	1927-28	1928-29
United Kingdom	£ 698,008	£ 571,808	£ 532,797
Canada	33,987	9,665	11,310
Belgium	3,616	2,524	693
Germany	19,557	26,024	19,998
Netherlands	7,346	8,322	5,364
Norway	46,368	56,807	51,504
Sweden	36,157	40,532	44,988
United States	8,595	8,107	13,225
Other countries	2,263	3,093	4,124
	£ 855,867	£ 727,382	£ 684,003

IMPORTS OF NEWSPRINT AND WRITING PAPERS, 1928-29

Details of importations, by countries of origin, of printing and writing papers into Australia in 1928-29 are shown as follows:—

Country	Newsprint In Rolls	Newsprint In Sheets	Glazed and Unglazed N.E.I.		Writing and Typewriting
			In Rolls	In Sheets	
United Kingdom	£1,279,977	£49,101	£64,415	£468,382	£450,090
Canada	915,528	28,263	5,172	6,138	27,463
Austria	45	....	....	685	7,797
Belgium . . . . .	....	....	95	598	7,787
Czechoslovakia . . . . .	....	....	....	1,441	536
France	3,008	....	....	....	101
Germany	122	403	3,240	16,758	6,248
Italy . . . . .	....	....	....	1,415	....
Netherlands . . . . .	....	45	88	5,276	1,119
Norway	29,363	7,213	5,058	46,446	53,592
Sweden	39,161	8,110	3,568	41,420	25,314
United States . . . . .	....	....	....	13,225	23,015
Other countries . . . . .	....	18	....	583	1,382
	£2,267,204	£93,153	£81,636	£602,367	£604,444

AUSTRALIAN IMPORTS OF KRAFT AND WRAPPING PAPERS, 1928-29

The importations of kraft paper from Canada have steadily declined during the last few years, from which it would appear that the domestic demand or more profitable markets elsewhere may be the reason. Comparatively little kraft comes from Great Britain despite the preference of £2 per ton (£8 to the United Kingdom and £10 per ton to all other countries). The high duties are of great advantage to Australian paper mills, which are improving the quality of their product from year to year. Importers, and particularly paper bag makers, concede that Canadian kraft is superior in quality to that made in other countries, but in recent years it has been impossible to obtain regular shipments of the desired quantities.

The appended schedule supplies particulars relative to the importation of wrapping and kraft papers into Australia in 1928-29 from all countries:—

Country	Kraft	Other Brown	Mill-Glazed Sulphites	Carton Casings, Caps, etc., n.e.i.	
				Glazed Sulphites	
United Kingdom	£ 2,274	£ 994	£ 483	£ 553	£ 16,699
Canada	26,511	....	22	....	325
Czechoslovakia	123	....	176	....	633
Finland	6,182	306	....	....	452
France . . . . .	....	....	....	....	7,374
Germany	105	1,074	291	1,363	19,648
Norway	16,930	1,798	3,066	392	42,325
Sweden	75,517	11,026	24,378	3,545	68,096
United States	691	....	1,595	209	26,257
Other countries	557	226	88	322	3,280
	£128,890	£15,424	£30,099	£6,384	£185,089

AUSTRALIAN IMPORTS OF VARIOUS PAPERS AND BOARDS (N.E.I.)

Considering the extent and variety of production of paper in Canada, it appears anomalous that in the appended classifications of Australian imports in 1928-29 the Dominion is credited with only £13,264 out of a total of £982,726.

Some of these items, particularly those of considerable value, are commended to Canadian mills as being worthy of serious consideration.

The imports from Canada, compared with the total imports from all countries, are submitted for general information:—

Class of Paper	Imports 1928-29	
	From Canada	Total Imports
Absorbent paper (for machines) . . . . .	....	£ 19,320
Blotting	£ 1,321	44,618
Cartridge . . . . .	....	18,289
Copying and manifold copying . . . . .	....	1,970
Cover paper, pressings . . . . .	....	1,119
Other cover paper	478	19,592
Electrical insulating paper and boards . . . . .	....	28,358
Filter . . . . .	....	8,779
Fruit wrapping	2,057	35,965
Gummed paper, n.e.i.	167	21,950
Litmus . . . . .	....	261
Monotype paper . . . . .	....	1,097
Paper and board for photo. emulsions . . . . .	....	26,795
Paper felt and carpet paper felt . . . . .	....	114
Parchment, cut and uncut . . . . .	....	2,775
Parchment, printed . . . . .	....	45
Roofing and sheathing felt and paper . . . . .	....	56,839
Ruled or water-line paper . . . . .	....	260
Stay paper and stay cloth, gummed	2,777	10,230
Stencil carbon	3,151	59,368
Surface-coated paper, n.e.i.	465	49,172
Tissue and tissue-cap	415	69,765
True vegetable parchment . . . . .	....	57,162
Waste paper and shavings . . . . .	....	3,349
Paper, n.e.i. . . . .	....	67,247
Millboards . . . . .	....	12,355
Strawboard, lined . . . . .	....	42,260
Strawboard, unlined . . . . .	....	31,720
Strawboard, corrugated	3	45
Other boards (unclassified)	2,430	291,907
	£13,264	£982,726

LIVERPOOL EVAPORATED APPLE MARKET

HARRY A. SCOTT, CANADIAN TRADE COMMISSIONER

Liverpool, May 28, 1930.—There is a fairly regular demand in Liverpool for evaporated apples. They are sold to some extent for domestic consumption, and to hotels, restaurants, and confectioners, and there is a considerable outlet in the ships' store trade.

Oregon, Washington, and California packs obtain most of the business and have an established reputation on this market. Much smaller quantities are imported from New York State, and from the provinces of Ontario and Nova Scotia. Although packers in California have been steadily improving the quality of their product in recent years, Oregon and Washington are still considered superior, and under normal marketing conditions command a premium averaging from 2s. (48 cents) to 3s. (72 cents) over Californian.

This market requires an evaporated apple as white as possible in colour, free from discoloration, properly peeled, cored and trimmed. Although under Canadian Government regulations definite standards of grading are laid down, imports from the Dominion have at times been criticized as below the standard

and pack of competitors. On the other hand, one or two Canadian packs have met with a fair measure of appreciation, and with adequate care to ensure whiteness of colour, and uniform grading, there should be room for increased business in this commodity. The market as a whole is one that demands a relatively high-class product.

The demand is for rings or slices; there is no outlet for dried apple quarters. American Pacific Coast shipments, which for this market are considered standard, are made in the following grades: fancy, extra choice, and choice. The bulk of the trade is in extra choice. Standard grades from California are usually considered too low in quality for this market, and extra fancy are rarely seen. Ontario evaporated apples are as a rule regarded as in the same class as New York State prime and California choice.

Evaporated apples are mainly imported in boxes containing 50 pounds net, although a small trade is done in 25-pound sizes. Quotations are given per 112 pounds, and the business is usually operated along the same lines as canned fruit, with shippers' agents quoting c.i.f. prices to the large buyers in Liverpool. While there is no definite season for buying, the trade being of general all-year-round character, interest is naturally more active in the fall months during the apple harvest. As a rule, American Pacific Coast shippers begin submitting speculative offers in July and August for shipment in November.

In common with so many other commodities, the demand for evaporated apples in Liverpool has slumped during the past few months owing to falling values; there is little or no buying interest in evidence at present. At the beginning of last season American Pacific Coast shippers, fearing a shortage of apples, were asking very high prices, values in the middle of the summer for extra choice Oregon being around 70s. (\$17), depending on grade and source. By the end of September prices had dropped several shillings per cwt., and the decline throughout the winter has been continuous. Current quotations for Californian extra choice grades have been given recently at from 46s. (\$11.19) to 50s. (\$12.16), but little interest is manifested. During this past season Californian shippers have shown more inclination to meet market values here, and have consequently made sales at the expense of Washington and Oregon, although it is understood that most of the business was taken at prices considerably below the usual difference between Oregon and Californian packs. A few hundred cases of Ontario evaporated apples have been disposed of on this market during the past season at somewhere around 41s. (\$9.95) per cwt., but these, it is understood, have resulted in a loss to the shippers. Recent efforts made by agents of Nova Scotia packers to dispose of evaporated apples on the Liverpool market at even lower figures than the above have not been successful, although it is understood that sales were made to London earlier in the season at considerably better prices.

The general opinion here is that until Canadian evaporated apples become recognized on this market as being equal to Californian extra choice, they can only be sold in small quantities at considerably lower prices. Extra choice quality from the United States Pacific Coast is the standard in demand on this market, and there is only a limited outlet for other grades.

FLOUR MARKET CONDITIONS IN LIVERPOOL

HARRY A. SCOTT, CANADIAN TRADE COMMISSIONER

Liverpool, June 5, 1930.—During recent months there has been some improvement in the general demand for imported flour in this market, and, although the trade is still far from satisfactory, inquiries for the majority of Canadian brands have been more numerous.

As a result of the formation of the Mutual Millers' Association, the majority of the large English concerns are firmer in their quotations. There has been

less overproduction and price cutting, and Canadian importers have been in a better position to do business. Another factor that has lately been operating in favour of Canadian flour has been the heavy proportion of Argentine wheat used by English port millers at the expense of Canadian, owing to its relatively lower cost.

Large quantities of French flour have been sold on this market for some months past owing to the extremely low prices quoted. This has to some extent affected the sale of English country-made flour from home-grown wheat, as well as of Australian. French flour has been available during the past month at anywhere from 24s. 6d. (\$5.95) to 28s. 6d. (\$6.95) per sack of 280 pounds c.i.f. Liverpool, and it is understood that it has occasionally been purchased at even lower figures. Australia has been doing a fairly steady trade since the first of the year, but shipments have been hampered by lack of freight space. Millers in that country are, of course, not expected to be free sellers from now onwards, as the regular shipping months from Australia are usually from February to June, after which there is seldom a surplus for export to this market. During the past month c.i.f. offers for Australian varieties averaged from 28s. (\$6.80) to 29s. (\$7). High feed values in Australia have helped shippers to quote low flour prices.

In addition to French flour, there has been a certain amount of business in low-grade German brands, but millers in that country have found it difficult to compete against the Argentine. Hungary made an attempt to ship flour to the British market this past season with a view to recapturing some of its pre-war trade, but the effort was not successful as, after accepting a few trial lots, buyers came to the conclusion that it no longer possessed the superior qualities associated with it years ago. When English-milled top patents were reduced in price, the Hungarian product was unable to compete.

In recent weeks Canadian flour has met with keen competition from the United States, and current reports are that Kansas hard winter flour will be offering shortly at very cheap prices. Toward the close of May, Canadian export patents were on the approximate basis of 30s. 6d. (\$7.40) to 32s. 6d. (\$7.90) c.i.f. Liverpool. United States hard winter wheat has recently been averaging about 2s. (48 cents) below Canadian springs.

Owing to the ability of the larger firms to cut down production costs by the use of modern machinery, the growth of large-scale factories is continuing, thus driving small bakers out of business and still further narrowing the channels of flour distribution in this market.

ECONOMIC CONDITIONS IN THE NORTH OF ENGLAND

GERALD A. NEWMAN, ASSISTANT TRADE COMMISSIONER

Liverpool, June 4, 1930.—Unemployment, which has become so great a menace to British prosperity, is on the increase, and for May 25 the figures for the United Kingdom rose to 1,770,000, an increase of 10,640 over the previous week and of 637,819 over the corresponding date of the previous year. Lancashire, the home of the textile industry, with whole communities devoted to making fabrics, spinning and weaving, is affected more than any part of the country. In some centres such as Burnley, the percentage of unemployment rises as high as 25 and over. In an endeavour to stimulate domestic sales of cotton goods, a National Cotton Week was recently held, in which no fewer than 30,000 shops in the United Kingdom took part, displaying fabrics made by Lancashire mills, but as the home market absorbs only about one-quarter of Lancashire's total production, it is to overseas markets that manufacturers must look for any material or permanent revival of the industry.

In the woollen trade, importers, spinners and manufacturers who prior to the spring months consistently refused to carry heavy stocks, recently began to increase buying, the general opinion being that wool had reached rock bottom prices, and it was hoped that the cheapness of the raw product would permit manufacturers to regain some of the ground lost to rayon. However, the protraction of the strike in Bradford has caused a considerable number of orders to be lost to Continental competitors, and at the time of writing there is no indication of any immediate settlement.

Perhaps no more illuminating example can be found of the direct effect of world depression on North of England industries than in the shipbuilding trade. In actual shipping freights, the index number for April showed a decrease of 36.62 per cent over the same period a year ago, and in this the lack of normal grain movement played no inconsiderable part, being responsible for about 4½ million dead-weight tons of shipping laid up in British and European ports. The consequent congestion of laid-up vessels has led to few orders for new vessels being placed, and, according to the Shipbuilding Employers' Federation, 50 per cent of British firms did not receive a single order during the last quarter. In North-East Coast yards orders for cargo vessels are almost negligible and tanker contracts have practically ceased, though there is an increase in ship repair work for the Baltic and White Sea trade.

The National Shipbuilding Security Limited, organized in an effort to combat the difficulties in the trade accruing from redundant yards, is being forced to make haste slowly, as the difficult question of compensation to owners for yards which it is proposed to scrap has to be faced.

While the increased shipping activity with the Baltic has led to an improvement in tone in the market for steamer coals, generally speaking the market has been weak. Coal and coke shipments from the Tyne in April amounted to 1,336,625 tons as compared with 1,585,625 for a similar period last year. Enormous over-production of coal on the Continent in an effort to keep costs low, while demand, especially for bunkering, diminished, has forced British collieries to make drastic price cuts. Minimum price schedules in Northumberland and Durham have recently been reduced, the general reduction being about 1s. 6d (36 cents) per ton for all collieries.

The lessened activity in shipbuilding is again partly reflected in the declining tendency in many of the engineering trades and in the iron and steel industry. By May 17, only 33 of the 93 iron furnaces erected on the Northeast Coast were in operation. Six of the 33 were on Cleveland pig, 12 on hermatite, and 15 on other kinds of iron. The reduction of the number of furnaces devoted to hermatite tends to strengthen prices, which are still several shillings below costs, as merchants have large stocks on hand and Continental competition is keen. Similarly in the steel trades, the output has declined since March, and it has been necessary to close several furnaces. It is significant that while there is a steady flow of orders from British companies, there are few from overseas.

In view of the above, the recent press announcement of a large Lancashire steel and coal merger is of particular interest. It is the first example of the Bank of England's new policy of assisting in the rationalization of the heavy industries. The Securities Management Trust, acting on behalf of the bank, is to come forward with new capital, subscribing in part £500,000 for "B" ordinary shares in the steel merger company, providing the merger becomes effective before August 27. The Directors of the Lancashire Steel Corporation will be nominees of the Bank of England, which will hold the controlling interest.

This steel and coal merger breaks down two large vertical combinations—Messrs. Pearson & Knowles and their subsidiaries, and the Wigan Coal and Iron Company—in order to build up two horizontal amalgamations. Each firm

was formerly a composite concern engaged in both coal mining and steel manufacture, and the amalgamation proposes to disentangle these functions and form two merger companies. The Wigan Coal Company will be an exclusive coal-mining concern with an output of over 3,000,000 tons a year; it will form one of the four groups into which the Lancashire coal field will ultimately be divided. The Lancashire Steel Corporation intends to handle the iron and steel activities of the companies joined in the amalgamation and at the same time to develop a coke by-product business. It is expected that the Lancashire merger will be the forerunner of other amalgamations in the heavy industries.

FLEECE-LINED UNDERWEAR IN THE NORTH OF ENGLAND

GERALD A. NEWMAN, ASSISTANT TRADE COMMISSIONER

Liverpool, May 27, 1930.—The use of heavy fleece-lined underwear in this section of England has been falling into disfavour for the past few years and a lighter, less bulky, better-fitting garment is in demand. This change of style has greatly reduced, in particular, imports from Canada and the United States, which countries are recognized as producing the finest heavy fleece-lined products in the trade. At the same time the market has been flooded with a cheap Japanese product which commands the major portion of the working class trade. In design it is based upon Canadian and American patterns, but without their body and texture, and is largely made from Indian cotton. But the price is very low, and for the cheapest and lightest weights retails at 1s. 6d. (36 cents) to 2s. 6d. (60 cents) per suit, while c.i.f. prices quoted for a better range of garments weighing around 12 pounds to the dozen, which come in closer approximation to Canadian makes, are 20s. (\$4.86). Canadian prices range from 25s. (\$6.08) to 35s. (\$8.51) per dozen c.i.f., Czechoslovakia is also putting a very cheap garment in the English market, and in price, texture and appearance not unlike the Japanese. A few low-grade garments are being brought in from Holland and Germany.

English fleece-lined underwear comes about midway between the Canadian and American and the Japanese makes in quality but is receiving only a fair sale. Plated English woollen underwear is securing an increased turnover at the expense of fleece-lined because of the lower prices, being sold by manufacturers at from 28s. (\$6.81) to 30s. (\$7.29) to 40s. (\$9.73) per dozen; at the top price a pure wool article is offered. Weights vary from 7 to 10 lbs. One of the principal objections to cheaper grades containing wool and cotton mixtures is that they are irritating to the skin.

A comparatively new style of garment imported from the United States is meeting with considerable success. The shirt and pants are made up in light-brushed ribbed goods. The shirt is fairly long; a 42-inch shirt, when laid flat, measures 17 inches x 36 inches. The cuffs are ribbed and the neck is cut in French style. Button holes are faced with a strip of rayon and freshwater buttons are used. The suits are made up in the popular colours of bleach, ecru and random, while the principal weights are 8, 10 and 11 lbs. per dozen. Sizes 34 inch to 44 inch range from \$3 to \$5.50 per dozen f.o.b. New York. It is claimed for these suits that they have the advantage of being form-fitting and are without bulkiness attributed to many fleece-lined garments.

Women's fleece-lined knickers are taking the same trend as men's underwear, and are being sold in lighter weights than formerly. The 4, 5 and 6 lb. garments are in favour, as compared with 7, 8, 9 and 10 lb. a few years ago. Many of them are made up with the rayon threads interwoven and gathered with elastic at the waist and knee. These garments are made in England, and in addition there are imports from Czechoslovakia, Holland and Germany.

The majority of overseas manufacturers have agents in London or Manchester, who sell to wholesale firms on a commission basis. Interested Canadian manufacturers are invited to communicate with the Canadian Trade Commissioner, Liverpool, at the same time forwarding samples and c.i.f. prices.

MARKET FOR MUSQUASH PELTS IN SCOTLAND

A. J. TINGLEY, ASSISTANT TRADE COMMISSIONER

Glasgow, May 23, 1930.—One of the largest wholesale manufacturing furriers in Glasgow states that there is an increasing demand for furs in Scotland, due primarily to the growing popularity of musquash fur coats. Practically 90 per cent of all the fur coats that are being made to-day are made from musquash or, as it is more commonly known, muskrat.

The above firm will require about 20,000 musquash skins this year, and are open to receive quotations for best-quality Eastern Canada rats of large size and good colour. They have no sale for second-grade stuff.

The market for furs has been in an unsettled or falling condition during the past six or seven months, and many traders who purchased at the beginning of the year have lost heavily. Musquash prices have dropped from 5s. 6d. to 3s. each (\$1.33 to 73 cents) at the London sales during the past eight months. Although some experts believe the reaction has run its course, confidence has not yet been restored, and abundant supplies are being offered at low prices. With fluctuating or falling prices, it has been risky to import large shipments from Canada, and as a result London, with stocks close at hand, has been reaping the benefit. One shipment of 1,000 musquash pelts recently received from Western Canada contained too high a percentage of damaged skins.

This office will be pleased to put any Canadian exporter in touch with the leading manufacturer.

NEW CUNARDER FOR THE CLYDE

A. J. TINGLEY, ASSISTANT TRADE COMMISSIONER

Glasgow, May 30, 1930.—Messrs. John Brown & Company Limited, of Clydebank, Glasgow, have obtained the contract from the Cunard Line to build a super-liner for the Atlantic service which will be the largest and, it is hoped, the fastest in the world. While its dimensions have not yet been officially published, it is understood that the new steamer will be over 1,000 feet in length, of 75,000 tons capacity, and will attain a speed of 30 knots. It has been the intention of the Cunard Company to build a new super-liner following on the capture by the *Bremen* and the *Europa* of the speed record of the Atlantic previously held by the *Mauretania*. Two other firms of shipbuilders—one in Wallsend-on-Tyne and the other in Newcastle-on-Tyne—were also tenderers.

The *Lusitania* and *Aquitania* were also built on the Clyde. When these vessels were launched, the Clyde had to be dredged considerably and widened, and it is anticipated that the river will have to be dredged again to facilitate the launching and free passage of the new liner when she is completed. The new vessel will occupy the famous berth from which the *Aquitania*, the *Lusitania*, and the battleships *Hood* and *Queen Elizabeth* were launched.

The placing of this contract has been the occasion of considerable rejoicing on the Clyde, particularly as the new 40,000-ton C.P.R. liner, the *Empress of Britain*, is now practically completed.

The cost of the new liner will be about £6,000,000, and it may be ready for launching about two years from now. The number of men employed on construction will eventually reach 5,000. Over £3,000,000 will be paid in wages.

CANNED GOODS MARKET OF THE IRISH FREE STATE

JOHN H. ENGLISH, CANADIAN TRADE COMMISSIONER

Dublin, April 30, 1930.—With the gradual raising of the standard of living, the Irish Free State is becoming an increasingly important consumer of canned goods of all varieties. While vegetables grow abundantly in all parts of the country and are marketed fresh during the greater portion of the year, fresh fruit at all seasons is scarce and expensive. The climate of the Irish Free State is in general not conducive to the growing of fruit. Small fruits such as berries thrive, but the large fruits—apples, peaches, melons, etc.—are grown only in comparatively small quantities and chiefly for private use.

PRODUCTION OF JAM, ETC., IN THE IRISH FREE STATE

According to the official census of production which contains the only available figures showing the extent of the canned goods manufacturing industries in the Irish Free State, in 1926 there were 44 establishments engaged in the production of confectionery, jams and marmalade.

The production of jams and marmalades for the year 1926 totalled 87,883 cwt., having a net selling value of £288,813. Tinned and bottled fruits were produced only to the extent of 662 cwt., with a selling value of £2,096, while all other products of this class were valued at £20,207.

In the industry fresh fruit was used to the extent of 34,770 cwt., costing £52,963, and dried or preserved fruit to the extent of 7,349 cwt., costing £13,164.

EXPORTS

Exports of fruit from the Irish Free State during the year 1928 amounted to 15,731 cwt., valued at £21,134, as compared with 14,378 cwt. valued at £17,850 in the preceding year. These exports are classified in the official statistics under three heads, viz: "blackberries," "billberries," and "other raw fruit," and were consigned almost entirely to Great Britain and Northern Ireland.

IMPORTS

The latest published statistics for the Irish Free State show that the imports of fruit in syrup totalled £68,456 (\$342,000) in the calendar year 1928, an increase over 1927 of £12,763. The United Kingdom and the United States are indicated as sharing the trade in almost equal quantities. In preserved vegetables, the import trade of 1929 was valued at only £19,595 (\$97,500), and in this case the United Kingdom and Belgium control the trade.

The following indicate some of the chief classifications of fruit and vegetables imported, as well as showing the principal sources of supply with figures for 1928:

Fruit Pulp and Juice (not dutiable).—Imports, £31,206 (Holland £15,406, United Kingdom £10,303, Canada £1,320).

Fruit, Dried.—Imports, £24,583, chiefly from the United States.

Fruit in Syrup (tinned or bottled).—Imports, £68,456 (United States £35,026, United Kingdom £30,733).

Jams and Marmalades.—Imports, £35,727 (chiefly from the United Kingdom).

Vegetables, Preserved without Sweetening Matter.—Imports, £19,595 (Belgium £9,580, United Kingdom £8,168).

Pickles, Sauces, and Vegetables not Sweetened.—Imports, £5,222 (chiefly from the United Kingdom).

EXPORTS FROM CANADA TO THE UNITED STATES OF PRINCIPAL COMMODITIES SUCH AS ARE PRODUCED ON CANADIAN FARMS OR MANUFACTURED DIRECTLY FROM SUCH FARM PRODUCTS, DURING THE MONTH AND EIGHT MONTHS ENDED MAY 1921, 1922, 1923 AND 1930; WITH UNITED STATES TARIFF RATES IN FORCE.

(COMPILED BY THE EXTERNAL TRADE BRANCH, DOMINION BUREAU OF STATISTICS; AND THE FOREIGN TARIFFS DIVISION)

Commodities	Month of May				Eight Months ended May				United States Tariff Rates in force		
	1921	1922	1929	1930	1921	1922	1929	1930	Prior to May 27, 1921	From May 27, 1921, to Sept. 21, 1922	Subsequent to Sept. 21, 1922
Animals (except for Improvement of Stock)—											
Cattle.....No.	14,692	3,438	24,938	8,422	212,958	113,730	134,701	93,973	Free	30 p.c.	(a)
Horses.....No.	457,713	57,290	1,278,634	324,124	14,561,086	2,100,619	8,142,715	5,286,595	Free	10 p.c.	(b)
Poultry.....No.	80	118	493	78	1,463	31,411	41,089	82,130	10 p.c.	1c. per lb.	3c. per lb.
Sheep.....No.	16,072	7,703	21,556	10,937	580,514	572,790	457,256	400,119	1c. per lb.	Free	\$2 per head
Fruits—	16,757	7,026	12,795	6,623	654,687	585,458	449,551	370,343	Free	30 p.c.	(a)
Apples, green or ripe.....Bbl.	1,275	2,401	1,090	.....	1,096,747	327,503	115,134	21,115	Free	20 p.c.	(f)
Apples, dried.....Bbl.	139	1	.....	.....	12,190	393,309	41,327	118,597	10c. bu. 50 lb.	30c. bu.	25c. bu. 50 lb.
Berries, fresh.....Bbl.	686	6	4	3,602	61,492	2,000,710	223,252	537,880	1c. per lb.	1c. per lb.	2c. per lb.
Grains—	.....	.....	.....	.....	.....	.....	.....	.....	1c. per qt.	1c. per qt.	1c. per lb.
Barley.....Bush.	105	4	12	26	298	16,629	12,367	4,223	15c. bu. 48 lb.	15c. bu. 48 lb.	20c. bu. 48 lb.
Beans.....Bush.	183	5	33	5,462	3,538	12,172	6,575	2,614	20c. bu. 60 lb.	2c. lb.	1c. lb.
Buckwheat.....Bush.	3,634	18	196	13,790	14,991	13,104	73,381	209,223	Free	Free	10c. per 100 lb.
Oats.....Bush.	9,045	2,508	3,972	3,802	226,904	98,230	63,116	155,971	Free	Free	10c. per 100 lb.
Peas, whole.....Bush.	732,126	147,099	3,593	3,354	2,224,516	1,778,698	30,870	16,455	6c. bu. 32 lb.	6c. bu. 32 lb.	15c. bu. 32 lb.
Peas, split.....Bush.	301,780	66,104	638	2,152	1,105,375	845,452	33,700	17,983	10c. bu. 60 lb.	10c. bu. 60 lb.	1c. lb.
Rye.....Bush.	7,175	4,059	3,283	378	278,727	314,513	120,773	77,274	20c. bu. 60 lb.	20c. bu. 60 lb.	1c. lb.
Wheat.....Bush.	1,168	457	83,481	.....	11,370	54,180	.....	60	Free	Free	5c. bu. 56 lb.
Wheat.....Bush.	8,802	484	703,452	653,516	46,178,491	11,608,477	6,559,395	4,799,107	Free	35c. per bush.	42c. bu. 60 lb.
Grain Products—	4,603,438	3,191,649	732,548	638,977	93,692,932	13,852,935	7,157,633	5,181,754	Free	20 p.c.	(c)
Bran, shorts and middlings.....Cwt.	183,360	5,023	330,481	25,003	947,313	274,599	2,591,791	373,230	Free	25 p.c.	2c. per lb.
Wheat Flour.....Bbl.	214,072	9,143	418,015	34,575	1,475,578	279,672	6,647,038	534,473	Free	20 p.c.	1-04 p. 100 lb.
Meats—	339,461	242,097	329,108	129,033	2,740,621	1,549,313	3,205,181	1,671,802	Free	2c. per lb.	3c. per lb. (g)
Bacon, hams, shoulders and sides.....Cwt.	286	402	2,030	1,206	2,599	975	19,880	12,301	Free	2c. per lb.	2c. per lb.
Beef, fresh, chilled or frozen.....Cwt.	9,327	7,430	93,453	56,138	93,712	34,155	737,983	533,534	Free	2c. per lb.	3c. per lb. (g)
Mutton and lamb, fresh, chilled or frozen.....Cwt.	25,707	20,884	18,437	7,844	189,368	140,472	198,767	114,915	Free	2c. per lb.	3c. per lb. (g)
.....Cwt.	339,461	242,097	329,108	129,033	2,740,621	1,549,313	3,205,181	1,671,802	Free	2c. per lb.	3c. per lb. (g)
.....Cwt.	270	887	78	.....	40,901	55,776	6,487	731	Free	2c. per lb.	2c. per lb.
.....Cwt.	4,831	15,920	2,313	.....	1,041,318	930,368	146,839	16,825	Free	2c. per lb.	2c. per lb.

Pork, fresh, chilled or frozen.....	Cwt.	257	4,522	348	5,538	5,826	32,119	8,495	Free	2c. per lb.	4c. per lb.
Pork, dry-salted and pickled.....	Cwt.	10,723	87,064	9,442	204,711	140,787	700,185	219,650	Free	2c. per lb.	4c. per lb.
Poultry, dressed or undressed.....	Lb.	644	11,388	4,282	21	9,795	13,165	23,246	Free	25 p.c.	2c. per lb.
Other meats, including canned meats, but excluding extracts.....	Cwt.	33,785	3,333	1,295	478,714	700,005	43,024	28,504	2c. per lb.	2c. per lb.	6c. per lb.
Milk and milk products—											
Butter.....	Lb.	22,399	18,040	773	14,902	8,453	39,589	25,167	Free	25 p.c.	20 p.c.
Cheese.....	Lb.	13,589	325,400	55	763,040	960,715	7,900	7,900	2½c. per lb.	6c. per lb.	12c. per lb. (i)
Cream.....	Gal.	128,249	146,505	123,474	64,893	3,537,682	4,711,600	1,781,600	20 p.c.	23 p.c.	(i)
Milk, fresh.....	Gal.	185,327	282,464	347,117	183,095	562,791	1,189,825	803,400	Free	5c. gal. (k)	30c. gal. (k) (i)
Milk condensed, including milk powder.....	Lb.	30,075	55,551	99,105	715,230	1,400,064	2,418,337	1,266,288	Free	2c. gal. (k)	3½c. gal. (k)(m)
Seeds—											
Clover seed, alsike.....	Bush.	1,792	2,936	70,700	9,548,723	532,857	1,745,600	842,933	Free	2c. per lb.	1c.—3c. lb.
Clover seed, alfalfa and red.....	Bush.	17,471	26,644	48	794,981	859,754	1,161,622	111,570	Free	Free	4c. per lb.
Clover seed, other.....	Bush.	241	6,060	3,135	22,551	7,201	39,744	2,752	Free	Free	4c. per lb.
Flaxseed.....	Bush.	14,801	5,803	53	95,109	56,915	62,309	1,001	Free	Free	(n)
Grass seed.....	Bush.	867,357	244,242	130,037	1,739,517	1,919,776	889,369	349,009	20c. bu. 56 lb.	30c. bu. 56 lb.	56c. bu. 56 lb.(o)
Vegetables—											
Potatoes.....	Bush.	153,073	225,615	416,356	2,214,288	1,604,675	1,891,536	5,341,988	Free	Free	2c. per lb.
Sugar beets.....	Ton	44,572	187,092	496,216	1,616,628	1,058,846	830,624	6,243,369	Free	25c. bu. 60 lb.	50c. per 100 lb.
Turnips.....	Bush.	8,265	4,148	22,958	103,175	63,151	40,646	42,772	5 p.c.	5 p.c.	80c. ton 2,240 lb.
Miscellaneous Products—											
Eggs.....	Doz.	2,315	1,719	19,657	1,649,293	1,575,880	2,641,613	2,469,365	15 p.c.	15 p.c.	12c. per 100 lb.
Hay.....	Ton	4,021	3,492	11,343	150,322	117,649	4,665	17,524	Free	Free	8c. per doz.
Maple sugar.....	Lb.	73,286	32,147	103,255	60,603	1,489	25,371	42,127	\$2 ton 2,240 lb.	\$2 ton 2,240 lb.	\$4 ton 2,240 lb.
Tallow.....	Cwt.	1,697	42,796	827,385	1,304,653	32,751	258,088	371,514	3c. per lb.	3c. per lb.	4c. per lb.
Wool.....	Lb.	219,169	54,080	158,224	10,955	11,800	22,418	34,996	Free	Free	4c. per lb.
Total value of above commodities.....	\$	5,858,262	5,348,878	3,237,340	147,450,713	37,966,159	38,485,866	29,762,800	Free	(p)	(p)

(a) Cattle weighing less than 1,050 pounds, 1½c. per lb.; 1,050 pounds or over, 2c. per lb. (b) Horses valued at not more than \$150 each, \$30 per head; more than \$150 each, 20 per cent; (c) Sheep, one year old or over, \$2 per head; less than one year old, \$1 per head. (d) Prior to April 6, 1924, 30c. per bush. (e) Prior to May 27, 1921, and from May 27, 1921, to September 21, 1922, free, if wheat products, but otherwise apparently 15% ad. val.; from September 21, 1922, to April 6, 1924, 15% ad. val.; subsequent to April 6, 1924, if from wheat 7½% ad. val.; if from other cereals, 15% ad. val. (f) Prior to April 6, 1924, 78c. per 100 lb. (g) Applies to particular meat in question when "frosch." (h) Mutton, fresh, 2½c. per lb.; lamb, fresh, 4c. per lb. (i) Prior to April 6, 1926, 8c. per lb. (j) Cheese, 5c. per lb., but not less than 25 per cent. Cheese of Swiss or Emmentaler type subsequent to July 8, 1927, 7½c. per pound but not less than 3½% (k) i.e., 231 cubic inches, about equal to five-sixths of imperial gallon. (l) Prior to June 13, 1929, 20c. gal. (m) Prior to June 13, 1929, 2½c. gal. (n) Clover seed, crimson, 1c. per lb.; white, 3c. per lb. and other, 2c. per lb. (o) Prior to June 13, 1929, 40c. bu. 56 lbs. (p) Dutiable at various rates. See *Commercial Intelligence Journal* No. 974, Sept. 30, 1922, pages 516-7.

TRADE OF BRITISH GUIANA, 1929

R. T. YOUNG, CANADIAN TRADE COMMISSIONER

II

Notes on Imports

Port of Spain, May 21, 1930.—The following summary of the principal imports into British Guiana for the year 1929 will be of interest to Canadian exporters:—

Apparel.—Imports, \$139,084 as compared with \$158,967 in the previous year. The United Kingdom supplied \$91,778 or about \$20,000 less than in 1928. Canada's share was \$5,304, a drop of a little over \$1,000, while the United States was credited with \$31,759, or a gain of just under \$3,000.

Bags and Sacks Not of Paper, Canvas or Cotton.—Imports, 112,049 dozen (\$250,152) as against 156,852 dozen (\$354,219) in 1928. The chief sources of supply were the United Kingdom, 74,149 dozen (\$165,872); the British East Indies, 35,294 dozen (\$80,149); Canada, 1,350 dozen (\$2,370).

Bags, Trunks, and Valises.—Imports, \$11,780 as compared with \$16,250 in 1928: the United Kingdom, \$9,520; Canada, \$1,312; Germany, \$751; United States, \$82.

Biscuits Unsweetened and in Tins.—Imports, 50,827 pounds (\$11,980) as compared with 65,053 pounds (\$15,152) in the previous year. Canada was the largest source of supply, being credited with 42,801 pounds (\$9,201), followed by the United Kingdom, 6,121 pounds (\$2,320); and the United States, 1,905 pounds (\$459).

Biscuits Unsweetened and in Barrels.—Imports, 12,000 pounds with a little over \$1,000 in value, practically all of which came from the British West Indies.

Biscuits, Bread and Cakes.—Imports, 42,498 pounds (\$15,256): United Kingdom, 41,000 pounds (\$14,900); Canada, 247 pounds (\$67).

Blacking and Polishes.—Imports, \$24,073 as compared with \$29,556 in 1928: United Kingdom, \$10,948; United States, \$13,143; Canada, \$340. There would appear to be opportunities in this line for Canadian manufacturers in a position to meet prices of United States and United Kingdom shippers.

Boots and Shoes.—Imports, 16,497 dozen pairs (\$240,219) as against 20,061 dozen pairs (\$296,452) in 1928. The United Kingdom sent 7,576 dozen pairs (\$152,386), these being practically all leather boots and shoes. Canada supplied 7,436 dozen pairs (\$80,639)—practically all canvas rubber-soled boots and shoes.

Brooms and Brushes.—Imports, 3,526 dozen (\$10,497) as compared with 4,143 dozen (\$11,174) in 1928. Canada was the principal source of supply, 1,892 dozen (\$6,734), followed by the United Kingdom with 1,063 dozen (\$3,075).

Butter.—Imports, 484,657 pounds (\$173,433) as against 371,811 pounds (\$131,439) in 1928: France, 217,430 pounds (\$69,840); United Kingdom, 167,593 pounds (\$58,559); Canada, 78,438 pounds (\$35,388); Denmark, 7,633 pounds (\$4,963); Holland, 5,983 pounds (\$2,871); United States, 5,700 pounds (\$1,792); and Australia, 1,855 pounds (\$804).

Candles, Tallow.—Imports, 11,833 pounds (\$1,954), all of which came from the United Kingdom.

Candles, All Other Kinds.—Imports, 21,235 pounds (\$3,405), practically all from the United Kingdom.

Motor Cars.—Imports, 190 (\$130,960) as compared with 245 (\$165,339) in 1928: Canada, 107 (\$70,890); United Kingdom, 63 (\$40,986); the United States, 20 (\$19,084).

Motor Car Parts.—Imports, \$23,183, of which the greater portion came from the United States, followed by the United Kingdom (\$6,027) and Canada (\$4,546).

Oil Meal and Oilcakes, including Cottonseed Meal.—Imports, 720,948 pounds (\$21,684), as compared with 646,411 pounds (\$20,041) in 1928. Sources of supply were the United States, 616,145 pounds (\$18,439); Canada, 85,731 pounds (\$2,775); British West Indies, 13,607 pounds (\$317); United Kingdom, 5,465 pounds (\$153). This was a noticeable change from 1928, when Canada supplied 513,711 pounds (\$15,629).

Bran, Pollard and Schumaker Feed.—Imports, 118,146 pounds (\$3,474) as against 120,393 pounds (\$3,225) in 1928. Canada supplied 77,880 pounds (\$1,908); British West Indies, 19,660 pounds (\$634); and the United States, 14,636 pounds (\$629). The balance came from the United Kingdom and Holland. Here again importations from Canada showed a great falling-off from the previous year, when they were 103,692 pounds (\$2,642).

Cement.—Imports, 30,343 barrels (\$88,841) as compared with 51,422 barrels (\$156,442) in 1928. The United Kingdom furnished 20,610 barrels (\$63,624); Belgium, 5,364 barrels (\$12,391); and Canada, 3,350 barrels (\$10,378). In 1928 imports from Canada were 23,000 barrels (\$72,626), in which year she was the largest source of supply.

Cheese.—Imports, 178,158 pounds (\$43,312) as against 223,354 pounds (\$57,443) in 1928. Canada supplied 94,900 pounds (\$24,547); the United Kingdom, 41,557 pounds (\$9,763); and Holland, 14,591 pounds (\$8,976).

Calcium Carbide.—Imports, 62,476 pounds (\$3,098), which was more than 10,000 pounds less than the previous year. Canada supplied practically all this trade.

Clocks.—Imports numbered 2,163 (\$3,877), of which Canada supplied 461 (\$1,007) and Germany 1,227 (\$1,915).

Confectionery.—Imports, 93,626 pounds (\$31,733) against 101,913 pounds (\$36,042) in previous year. The United Kingdom was the chief source of supply with 77,388 pounds (\$26,565), followed by Canada with 8,868 pounds (\$3,125) and the United States with 4,890 pounds (\$1,352).

Cordage.—Imports, 2,824 cwt. (112 pounds) valued at \$35,874 as compared with 2,665 cwt. valued at \$36,744 in 1928. The United Kingdom accounted for practically all these imports.

Twine.—Imports, 97,968 pounds (\$28,936), of which the United Kingdom furnished 64,875 pounds (\$2,374); Canada, 15,843 pounds (\$5,532); British East Indies, 14,420 pounds (\$1,953); and the United States, 2,633 pounds (\$991).

Cotton Piece Goods.—Imports, 6,900,855 yards (\$821,265), or more than 1,500,000 yards less than the previous year. The United Kingdom was the principal source of supply, furnishing 5,455,861 yards (\$672,219); the United States, 1,243,593 yards (\$124,156); British West Indies, 124,564 yards (\$13,627); and Canada, 52,836 yards (\$8,348).

Cotton Hosiery.—Imports, \$19,649: the United States, \$15,839; Canada, \$714.

Cotton Hosiery, Other Kinds.—Imports, \$146,009: United Kingdom, \$97,297; British West Indies, \$37,011; and Canada, \$1,873.

Electrical Apparatus Other than Dental Appliances.—Imports, \$59,783 as against \$16,544 in 1928: United States, \$32,367; United Kingdom, \$17,783; Canada, \$7,000.

Fish Canned or Preserved in Bottles or in Jars.—Imports, 387,573 pounds (\$70,685) as compared with 464,222 pounds (\$85,489) in the previous year: Canada, 20,713 pounds (\$36,955); the United States, 114,651 pounds (\$20,063); United Kingdom, 39,281 pounds (\$7,748); Holland, 11,134 pounds (\$2,291); Portugal, 7,964 pounds (\$1,752).

Mackerel and Salmon, Pickled.—Imports, 2,486 pounds (\$33,368), practically all from Canada.

Fish, Smoked and Dried.—Imports, 32,068 cwt. (112 pounds) valued at \$278,764, which was practically the same quantity as was imported in 1928. The United Kingdom was the chief source of supply with 24,152 cwt. (\$193,185); Canada, 7,393 cwt. (\$69,688).

Apples.—Imports of fresh apples, 174,490 pounds (\$8,446), all of which with the exception of 15,000 pounds came from Canada. This was the same quantity as was imported in the previous year.

Oats.—Imports, 3,677,380 pounds (\$89,948) as compared with 4,403,270 pounds (\$117,513) in 1928. Canada was the chief source of supply, furnishing 3,159,326 pounds (\$7,637), followed by the United Kingdom with 356,000 pounds (\$9,338) and Holland with 160,800 pounds (\$3,941).

Flour, Wheaten.—Imports, 176,914 bags (196 pounds) valued at \$1,166,358, as compared with 166,220 bags valued at \$1,215,962 in the previous year: Canada, 127,454 bags (\$836,125); United Kingdom, 48,784 bags (\$324,649); United States, 676 bags (\$5,584). Imports from the United Kingdom were almost five times as great as in the previous year.

Beans, Peas, and Lentils.—Imports, 2,583,243 pounds (\$111,563) as against 2,224,832 pounds (\$89,354) in 1928: United Kingdom, 2,057,813 pounds (\$87,949); Canada, 2,452 pounds (\$231)—a seventh of the 1928 quantity.

Other Farinaceous Preparations.—Imports, 456,723 pounds (\$28,100): Canada, 163,248 pounds (\$8,155); United Kingdom, 144,226 pounds (\$9,390); British West Indies, 95,012 pounds (\$4,814); United States, 35,869 pounds (\$4,736).

Grease, including all Lubricants.—Imports, 1,023,015 pounds (\$82,188): United Kingdom, 675,958 pounds (\$48,081); United States, 319,331 pounds (\$32,318); Canada, 15,723 pounds (\$1,041)—a drop of 12,000 pounds from 1928.

Haberdashery and Millinery.—Imports, \$50,715, of which \$40,820 came from the United Kingdom (Canada, \$174).

Cash Registers, Casket Hardware, House, Office, Cabinet or Store Furniture.—Imports, \$72,981: United Kingdom, \$47,260; Canada, \$70,756; Germany, \$9,295; the United States, \$5,804.

Typewriters.—Imports, \$2,752, of which the United States furnished \$1,924; the United Kingdom, \$491; and Canada, \$312.

Hardware, Other Kinds.—Imports, \$92,937: United Kingdom, \$68,938; United States, \$12,817; Canada, \$3,209.

Hay and Chaff.—Imports, 359,846 pounds (\$5,527), all of which, with the exception of 8,480 pounds (\$2,228), came from Canada. This was an increase of more than 170,000 pounds on the previous year.

Implements and Tools, Agricultural.—Imports, \$50,849, \$24,960 being supplied by the United Kingdom, \$19,337 by the United States, and \$3,873 by Canada.

India-rubber and Gutta-percha Manufactures.—Imports, \$50,700, a drop of over \$15,000 from the previous year. The principal sources of supply were Canada, \$24,506; United Kingdom, \$17,435; French West Indies, \$4,150; and United States, \$2,429.

Jams and Jellies.—Imports, 26,976 pounds (\$5,227), practically all from the United Kingdom.

Preserved Fruit.—Imports, 54,901 pounds (\$10,518), or about 20,000 pounds less than in 1928: United States, 35,565 pounds (\$6,090); United Kingdom, 13,932 pounds (\$3,324); Hongkong, 2,358 pounds (\$487); and Canada, 1,971 pounds (\$390).

Lard and Lard Substitutes.—Imports, 349,807 pounds (\$44,970), an increase of a little over 10,000 pounds over 1928: United Kingdom, 279,111 pounds (\$33,680); Canada, 47,680 pounds (\$7,509); the United States, 21,896 pounds (\$2,638).

Leather, Undressed.—Imports, 5,349 pounds (\$2,680): United Kingdom, 3,196 pounds (\$1,466); Canada, 2,152 pounds (\$1,213).

Limes of All Kinds.—Imports, 1,032 tons (2,240 pounds) valued at \$25,326 as compared with over 5,000 tons valued at \$73,000 in 1928. The United Kingdom supplied 639 tons valued at \$17,099, the balance being imported from the British West Indies.

Machinery.—Imports of agricultural, sugar, electric lighting and power for industrial purposes, railway and tramway, other industrial and manufacturing, marine, and sewing machines were valued at \$3,613, \$10,888, \$34,685, \$3,637, \$39,617, \$19,313, \$28,375 respectively. The United States and the United Kingdom were the principal sources of supply. Of a total of 996 sewing machines, the United Kingdom shipped 883 valued at \$24,970.

Manures.—Imports, 12,224 tons (\$455,471): United Kingdom, 6,529 tons (\$334,481); British West Indies, 2,560 tons (\$26,051); Holland, 2,301 tons (\$51,424). The balance was derived from Canada and the United States in approximately equal quantities.

Matches.—Imports, 6,610 gross of boxes (\$6,405), supplied principally by the United Kingdom.

Meats, Fresh, including Poultry and Game.—Imports, 9,645 pounds (\$2,343), slightly less than the preceding year. Canada supplied 7,258 pounds (\$1,574). The balance was from the United Kingdom.

Meats, Canned.—Total imports were 54,748 pounds (\$13,366), or more than 35,000 pounds less than the previous year. The Argentine was the principal source of supply, furnishing 24,163 pounds (\$4,244); the United States, 20,392 pounds (\$5,149); United Kingdom, 8,910 pounds (\$2,410).

Beef and Pork, Salted or Pickled.—Imports, 10,584 barrels (\$252,543): United States, 5,024 barrels (\$116,784); United Kingdom, 3,863 barrels (\$95,731); Canada, 1,026 barrels (\$24,663). This showed a slight increase in Canada's contribution over 1928, when the amount shipped was 941 barrels (\$20,513).

Bacon, Hams, etc.—Imports, 155,927 pounds (\$51,748): United States, 114,997 pounds (\$37,907), principally hams; United Kingdom, 31,656 pounds (\$11,237), bacon and ham.

Medicines, Patent and Proprietary.—Imports, \$136,084: United Kingdom, \$79,974; United States, \$36,632; Canada, \$13,506.

Iron and Steel Manufactures.—Imports of rivets, clinches, wire, woven wire, fencing and gates, \$22,967, of which Canada is credited with \$13,402 and the United Kingdom \$8,539. Of nails and spikes other than horseshoe nails, importations were 4,522 cwt. (\$17,345), of which Canada supplied more than 75 per cent. In bolts, nuts, washers and chains, importations amounted to 1,912 cwt. (\$9,622), supplied principally by the United Kingdom.

Milk, Condensed.—Imports, 1,005,148 pounds (\$119,566): Canada, 626,876 pounds (\$77,890); United Kingdom, 313,497 pounds (\$32,659); Holland, 46,038 pounds (\$6,122); United States, 15,754 pounds (\$2,236).

Musical Instruments.—Pianos and organs were imported to the value of \$4,278, principally from the United States and the United Kingdom. Of other kinds of musical instruments, importations were valued at \$16,017, principally furnished by the United States, the United Kingdom, and Germany.

Illuminating Oil.—Imports were 530,703 gallons (\$99,668)—a slight increase over the previous year: British West Indies, 285,586 gallons (\$44,181); Canada, 153,153 gallons (\$30,320); and the United States, 91,954 gallons (\$25,164).

Motor Spirits.—Imports, 677,824 gallons (\$134,966): British West Indies, 517,381 gallons (\$99,162); Canada, 156,272 gallons (\$42,026); the balance from the United States.

Painters' Colours and Materials.—Under this head colours and pigments are included. Imports were 4,820 cwts. (\$54,154), principally from the United Kingdom (Canada, 647 cwt. at \$5,456). Importations of varnishes and polishes not containing spirits were 4,608 gallons (\$4,576), principally from Canada. Varnishes and polishes containing spirits

amounted to 953 gallons (\$2,788), divided almost equally between Canada and the United Kingdom. Turpentine accounted for 3,094 gallons (\$2,520), from the United Kingdom, Canada, United States, Holland, and Sweden. Importations of other kinds were valued at \$7,444.

Paper Manufactures Other than Playing Cards.—Imports, \$149,802, or over \$35,000 less than the previous year: United Kingdom, \$87,341; Holland, \$26,773; Canada, \$17,538.

Perfumery, except Fancy Soap.—Imports, \$32,004: United Kingdom, \$14,278; United States, \$13,409; France, \$1,316; Canada, \$1,283.

Salt, Fine, including Table Salt Not Imported in Small Internal Packages.—Imports, 2,964,540 pounds (\$25,032), all of which came from the United Kingdom. All fine salt, including table salt packed in small internal packages, amounted to 4,149 pounds (\$318), all of which came from the same source.

Silk Manufactures.—Imports \$130,688 as compared with \$45,921 in 1928. The United Kingdom supplied the bulk of this trade, shipping \$92,134 as compared with \$18,747 in 1928; followed by Canada with \$15,835 as against \$9,978 in the previous period; the United States, \$12,773; while Japan, which in 1928 had supplied \$13,081, in the year under review is credited with \$5,528.

Soap, Fancy.—Imports, 41,384 pounds (\$14,584): United Kingdom, 35,355 pounds (\$11,687); United States, 3,673 pounds (\$2,194); Germany, 1,000 pounds (\$248); Canada, 876 pounds (\$331). Imports of common soap were 147,234 pounds with a value of \$117,763. The United Kingdom was the principal source of supply, furnishing 940,618 pounds (\$83,508); Holland, 457,116 pounds (\$29,615); United States, 74,609 pounds (\$4,640).

Spices Other than Ginger.—Imports, 46,107 pounds (\$8,571): United Kingdom, 18,393 pounds (\$5,091); British West Indies, 15,738 pounds (\$2,300); British East Indies, 10,972 pounds (\$1,039); Canada, 117 pounds (\$36).

Starch.—Imports, 39,579 pounds (\$2,422), the greater portion of which was supplied by the British West Indies. Canada's share of this trade was 7,250 pounds (\$483).

Sugar, Refined.—Imports, 716,093 pounds (\$27,690), all of which, with the exception of 19,662 pounds (\$1,008) supplied by the United Kingdom, came from Canada.

Tea.—Imports, 86,477 pounds (\$40,574)—considerably less than in the previous year, when the quantity was 121,309 pounds (\$59,730). Canada led in the imports in 1929, sending 41,353 pounds (\$22,338) as compared with 36,032 pounds (\$20,838) in 1928. The United Kingdom shipped 32,702 pounds (\$14,713) and the British East Indies 10,842 (\$3,007). Practically all tea from the United Kingdom and all from Canada is blended in packages.

Toys and Games.—Imports, \$20,952, principally from the United Kingdom and Germany.

Umbrellas and Parasols.—Imports, \$10,835, of which 90 per cent came from the United Kingdom.

Potatoes.—Imports, 9,122,338 pounds (\$164,750) as compared with 9,754,716 pounds (\$212,495): Canada, 3,880,511 pounds (\$67,180); Holland, 2,786,903 pounds (\$53,896); British West Indies, 1,850,490 pounds (\$30,357)—these were principally sweet potatoes—the United States, 45,897 pounds (\$9,870). The balance was supplied by the United Kingdom, Germany, and Portuguese possessions.

Vegetables, other than Potatoes, Onions, and Garlic.—Imports, 222,516 pounds (\$10,844) of which Canada supplied the bulk, 131,938 pounds (\$7,598), followed by the British West Indies, the United Kingdom, and Dutch Guiana.

Dried, Canned, and Preserved Vegetables.—Imports, 74,803 pounds (\$9,882), of which Canada supplied 4,441 pounds (\$4,662), principally canned goods. The bulk of the supplies under this heading came from Portugal and Holland, and were principally dried vegetables.

Vinegar.—Imports, 8,829 gallons (\$4,368), chiefly from Holland.

Wood and Timber.—Imports of pitch pine lumber dressed were all from the United States and amounted to 306,082 superficial feet (\$19,362). Of lumber undressed other than pitch pine the imports were 1,706,657 superficial feet (\$86,715), and was all supplied by Canada with the exception of 9,832 superficial feet (\$642) from Venezuela. Dressed lumber other than pitch pine was imported to the extent of 261,414 superficial feet (\$17,375), all from Canada. Imports of Douglas fir undressed were all from Canada, and amounted to 29,260 superficial feet (\$1,744).

Manufactured Wood and Timber, including coffins, caskets, doors, sashes, blinds, house, office, cabinets or store furniture, was imported to the value of \$88,074: United States, \$57,278; United Kingdom, \$13,565; and Canada, \$10,014.

Manufactured Wood and Timber, Other Kinds.—Imports were \$5,716, the United States furnishing \$2,143, Canada \$1,433.

Manufactured Goods.—Imports, \$134,890: United Kingdom, \$78,938; United States, \$21,427; and Canada, \$13,414.

SOUTH AFRICAN FOOD, DRUGS, AND DISINFECTANTS ACT

C. S. BISSETT, CANADIAN TRADE COMMISSIONER

Cape Town, April 10, 1930.—The regulations in final form under the South African Food, Drugs, and Disinfectants Act were published in South Africa on March 28, 1930, and are effective on and after April 1, 1930. A preliminary survey of the provisions of the act was published in *Commercial Intelligence Journal* No. 1326 (June 29, 1929). The purpose of the act is to ensure that the public obtain wholesome foodstuffs, and to prevent the sale of adulterated products or foods which are falsely branded or labelled.

LABELLING

Every article of food or drug packed for sale must be labelled showing the name or trade name of the article, whether it is a mixture or a compound; name and address of the manufacturer, producer, or importer; the names of the ingredients, and when required by the act to do so, their respective proportions together with the name and nature of extraneous substances (such as colouring matter, permitted preservatives, flavouring, etc.). The permitted types are plain letters only in 6, 8, 10, 12, 18, 24, 30, and 48 points of face measurement.

Where the package is too small to permit the use of the prescribed type, a smaller size may be used, or in any cases where a larger type is desirable it may be used providing the enlargement be uniform throughout the label. The use on a label of the words "imitation," "artificial," "substitute," or similar words is prohibited unless expressly permitted by regulation. Some foodstuffs are exempted from the labelling provisions, but these are all locally produced articles such as fresh milk and cream; bread; eggs; fresh, frozen, chilled, salted, dried or smoked meat and fish; sausages, polonies, etc.; or articles taken from properly labelled bulk stock such as fresh vegetables.

PRESERVATIVES

In calculating the amount of preservative permitted a general provision in the act stipulates that given parts, proportions, or percentages must be calculated by weight. Such ingredients as common salt, saltpetre, sugar, lactic acid, vinegar, alcohol or potable spirits, herbs, hop extract, spices and essential oils used for flavouring or any substance added in "smoking" are not considered as preservatives. Wrappers or containers must not contain any unwholesome or injurious substance which may be transferred to the contents of the package.

Articles of food must not contain per pound or pint more than two grains of tin, a seventh of a grain of lead, or a hundredth of a grain of arsenic (calculated as arsenious oxide), except that fresh apples or pears as a result of spraying may contain one-fiftieth of a grain. Copper, except that which may be normally present in the substance, is prohibited.

The amounts of sulphur dioxide, benzoic and boric acid permitted as a preservative are given more prominence and several foodstuffs are specially mentioned in connection with them. Those of Canadian interest with the proportions of preservative allowed, in parts per million (approximate equivalent in grains in brackets), are as follows:—

Fresh fruit and fruit pulps, sulphur dioxide 1,500 parts (10½ grains per pound), or benzoic acid 600 parts (4 per pound).

Dried fruits (such as dried apples), sulphur dioxide 2,000 parts (14 per pound).

Crystallized, glacé or cured fruit and candied peel, sulphur dioxide 100 parts (¾ per pound).

Sugar, including cane syrup and solid glucose, sulphur dioxide 70 parts (½ per pound).

Articles in which preservatives are permitted must not contain more than one kind of preservative unless they have been prepared from two or more ingredients in which different preservatives are permitted. In such case the sum of the proportions of the preservative present in each ingredient must not exceed the amount which would be permitted for the whole. Furthermore, where the article is prepared in part from an ingredient in which a preservative is permitted, the article must not contain more preservative than that which results from the addition of such ingredient.

All food articles containing a preservative must have printed on the label in 6-point type some such statements "Contains the preservative" or "Preserved with", the common chemical name of the preservative being given, provided that sugar and several other articles of no Canadian interest when preserved with sulphur dioxide, as permitted by regulations, are exempt from this labelling provision. The composition of any preservative as permitted, when used, must be stated on the label. The preservatives themselves are subject to regulations as to purity, whether imported as a part of any food-stuff or as a separate article for use locally in the preservation of food, in accordance with the standards laid down in the *British Pharmacopoeia*, 1914 edition, or in the *British Pharmaceutical Codex*, published in 1923.

COLOURING, FLAVOURING, THICKENING, AND ARTIFICIAL SWEETENING SUBSTANCES

Various substances are prohibited for food colouring. These are the compounds of antimony, arsenic, cadmium, chromium, copper, mercury, lead, and zinc. Subject to the regulations the following colouring matters may be used in foods:—

- (a) Natural organic colours of animal or vegetable origin, including cochineal, caramel, chlorophyll, annatto and saffron, but not including gamboge and other harmful vegetable colouring matters.
- (b) Coal tar colours or aniline dyes other than picric acid (carbazotic acid); or victoria yellow (saffron substitute: dinitroresol) or Manchester yellow (naphthol yellow: martius yellow) or aurantia (imperial yellow) or aurine (rosolic acid: yellow coralline).

Extracts, oils, or essences of almonds, cinnamon, anise, cassia, cloves, ginger, lemon, orange, nutmeg, peppermint, spearmint, allspice, caraway, cardamoms, coriander, fennel, garlic, mace, marjoram, and other harmless flavouring substances may be used in food.

Harmless thickening substances such as gelatine, pectin, agar-agar, or edible gum, may be used in food provided that the substance used is stated on the label as thickening matter in 6-point type.

Exceptions to this labelling provision are confectionery, jelly crystals, and table jellies. Fruit jelly and various kinds of jam are also excepted unless the amounts of these thickening substances which have been used exceed those laid down by regulation. Unless specifically permitted, the use of saccharin, saxon, dulcin, glucin, or other synthetic sweetening substance is prohibited.

MILK

The standards laid down for fresh milk are not in themselves important except in their bearing upon milk powder and condensed milk. "Normal milk" is described as milk to which nothing has been added or from which nothing has been subtracted, or which contains not less than three parts per cent of milk-fat or 8.5 per cent of milk-solids-not-fat.

Dried milk must be normal milk containing not more than 5 per cent of moisture. Unsweetened condensed milk must contain not less than 26 per cent of total milk-solids, of which not less than 8 per cent must be milk-fat and must contain no preservative or other foreign substance. Sweetened condensed milk must contain not less than 20 per cent of milk-solids-not-fat, of which 8 per cent must be milk-fat and must contain no preservative or other foreign substance except sugar.

Every package containing dried or condensed milk, sweetened or unsweetened, must bear a label giving directions in 6-point type, in both official languages (English and Afrikaans), for the preparation of a fluid conforming to the standards for normal milk.

BUTTER

The regulations covering butter are those set forth under the Dairy Industry Act, which provide that "butter" means the clean non-rancid product obtained by churning milk or cream. It may contain common salt not exceeding 4 per cent, annatto as a colouring matter, and boron compounds as a preservative, not exceeding $\frac{1}{2}$ per cent, calculated as boric acid, but no other foreign substance.

Butter manufactured in registered creameries must contain at least 80 per cent of milk fat and not more than 16 per cent of water. Butter not manufactured in registered creameries must contain not less than 80 per cent of milk fat and not more than 18 per cent of water.

The sale of all imported butter is prohibited unless the name of the country of origin is branded upon it or upon every wrapper package or box containing it. The net weight must also be marked thereon in close proximity to the name of the contents in a colour contrasting with the background and in type at least one-half as large as that used in the name of the article.

Preservatives, as permitted, need not be marked on the wrapper.

CHEESE

Cream cheese must contain not less than 60 per cent of milk-fat in its water-free substance and be free of any preservative or other foreign substance. Skim-milk cheese must contain not less than 10 per cent of milk-fat, be free from foreign fat, and be labelled "Skim-milk Cheese" in 30-point type. Ordinary cheese must contain not less than 45 per cent of milk-fat and be free from foreign fat. Cheeses containing less than 45 per cent are classed as skim-milk cheeses.

CEREALS

Probably the regulation of most importance to Canada is that covering flour. The importation of flour to which any foreign substance, other than baking powder or other leavening substance or acid phosphate has been added, or which has been subjected to any artificial bleaching process, is prohibited. Moreover, no chemical bleaching agent or "improver" can be imported which might be used for that purpose. Before importation will be allowed, the importer must produce a certificate issued by the Department of Agriculture or other responsible Government official of the exporting country certifying that the flour is free from all foreign substances other than those above permitted and that it has not been subjected to any artificial bleaching process.

MEATS AND FISH

All preparations of meat and fish must be made from wholesome meat or fish. Manufactured meats, simple or mixed, may contain common salt, saltpetre, sugar, vinegar, spices, and permitted colouring matter, but no other substance, and must bear a label in 18-point type giving the name or names of the

contained meats. Fish or meat pastes must contain at least 75 per cent of meat or fish and not more than 6 per cent of starch. Nothing but common salt is permitted in lard.

COCOA, CHOCOLATE, AND CONFECTIONERY

Confectionery is defined as the product made from sugar, glucose, or other saccharin substances with or without permitted colouring or harmless flavouring or thickening substances, and with or without butter, wholesome edible fats, fresh eggs, milk, chocolate, nuts or fruits. The addition of paraffin, resin, or any foreign mineral substance is prohibited; chocolate confectionery must consist solely of wholesome food substances covered or compounded with chocolate paste or milk chocolate. Chocolate paste, confectioners' chocolate, chocolate coatings and powder are defined as cocoa paste with or without sugar, eggs, butter-fat, spices, or harmless flavourings. Every such preparation must contain not less than 10 per cent of fat-free cocoa and be free of cocoa husks, any weighting substance, paraffin, or any foreign fat other than butter-fat. Cocoa paste, including cocoa mass, cocoa slab, unsweetened block chocolate, and cocoa liquor is that produced from cocoa nibs and must contain the whole of the fat naturally present. It must contain in its water and fat-free residue not more than 8 per cent of the total ash nor more than 5.5 per cent of ash insoluble in water, nor more than 6.5 per cent of crude fibre. Chewing gum must be free from any harmful ingredient.

DRUGS

The standards of purity for drugs are those laid down in the *British Pharmacopoeia* 1914 edition, but where any drug is not mentioned therein the standard applicable will be that laid down in the *British Pharmaceutical Codex*, published by the Pharmaceutical Society of Great Britain in 1923, or when mentioned in neither, the standard will be that laid down by regulation.

DISINFECTANTS

Every package containing a disinfectant must be labelled in accordance with the summary of the provisions of the act which was previously published as above. The names and addresses of the manufacturer and, when sold, of the seller must be in 18-point type. The names of its active ingredients with the percentage or proportion of each or in the case of a liquid germicide, its germicidal power or efficacy, must also be in 18-point type. In determining germicidal power or efficacy of liquid germicides belonging to the phenol or cresol groups, pure carbolic acid is to be taken as the unit or standard and the result must be expressed as the "carbolic acid coefficient," e.g. a germicide with ten times the power of carbolic acid will have a coefficient of 10.

Full directions for use, including the proportion, strength, or dilution in which it is effective, must appear on the label in 6-point type in both official languages.

The initial fee, valid for the period ending March 31 next ensuing, for the registration of a general warranty is £5 5s., and thereafter £1 1s. for any period up to the following March 31.

APPLICATION TO NORTHERN RHODESIA

At the request of Northern Rhodesia, the act and the regulations framed thereunder have been applied with effect from April 1, 1930, upon any article of food or any drug or disinfectant landed at or imported through any port or place in South Africa and consigned to or intended for transmission to Northern Rhodesia.

TRADE OF ITALY IN 1929

A. B. MUDDIMAN, CANADIAN TRADE COMMISSIONER

II

Imports by Commodities

Except for the larger items, Italian statistics do not give full particulars respecting countries of origin and their shares in the Italian import trade. Again, in commodities which are of interest to Canadian exporters, the Canadian distribution is not always reported. However, the leading products in which Canada has a share of the trade, together with the importations from the several contributing countries, during the twelve months ended December 31, 1929, will be found in the succeeding paragraphs.

CEREALS

For Italian statistical purposes, the wheats imported are classed either as (a) hard or (b) soft. The following are the particulars for the past three years, for the leading countries exporting to Italy:—

Country	1929 Tons	1928 Tons	1927 Tons
(a) Total	587,826	733,619	590,031
Russia . . . . .	.....	83	48,590
Argentina	9,401	5,230	5,703
Canada	453,389	616,748	396,550
United States	120,584	109,642	133,647
(b) Total	1,174,059	2,011,211	1,718,128
Germany	33,115	8,312	10,111
Jugoslavia	489	253	7,112
Roumania	3,884	22,037	24,620
Russia . . . . .	.....	700	77,347
Ukraine . . . . .	.....	.....	11,145
Hungary	53,314	6,611	13,271
Austria	154,970	259,227	351,700
Argentina	427,455	710,130	252,160
Canada	201,718	232,651	112,393
United States	298,567	771,151	857,330

The feature of the year was the falling off in importations of wheat due to the excellent harvest, and to intensive cultivation inspired by the Government and which is known as "the battle of the grain". The average area under wheat cultivation before the war was 4,753,000 hectares. Last year, the area under cultivation—4,776,000 hectares—showed a decrease compared with the previous year (4,963,000 hectares). The average total production of wheat for the four years prior to the war was 49,896,000 quintals. Last year, 1929, the amount produced was 70,944,000 quintals. The production in Northern Italy for the same period was (in quintals) 19·7 per hectare; in Central Italy 12, and in the South 13·5. Thus the production per hectare was considerably above pre-war. A great publicity campaign has been undertaken by the Government to increase national production of wheat and to aid and assist the farmer.

CODFISH

The following table gives the imports of codfish into Italy, with countries of supply, for the past three years:—

	1929 Quintals	1928 Quintals	1927 Quintals
Denmark	162,079	114,850	118,413
France	47,717	55,670	87,130
Great Britain	15,921	12,592	16,971
Norway	131,834	96,689	63,409
Canada	49,886	99,505	118,432
United States	11,910	7,748	9,110
Other countries	1,250	1,349	5,950
Total	420,597	388,403	419,415

CANNED SALMON

During the past year Canada maintained her place as a source of supply for canned salmon, imports from the Dominion totalling 24,474 quintals against 22,490 quintals in 1928. There will be serious competition from Japan in the near future. An Italian firm is canning shark, off the coast of Africa, in an endeavour to obtain some share in the business now enjoyed by Canadian chum salmon. The marking difficulties have now been overcome. Total imports for the past three years were:—

	1929 Quintals	1928 Quintals	1927 Quintals
In cans of $\frac{1}{2}$ lb.	1,354	1,951	5,407
In cans of 1 lb.	34,050	28,040	28,676

ASBESTOS

Imports of raw asbestos into Italy were practically the same as in the previous year. The figures for the last three years were:—

	1929 Quintals	1928 Quintals	1927 Quintals
Crude and in powder	63,200	64,186	48,081

There is always a demand for Nos. 1 and 2 crude and spinning fibres. Figures giving quantities from the various countries of origin are not yet available. A certain amount, however, is known to come from South Africa (4,435 quintals in 1929). Canada is credited with 26,014 quintals as against 25,909 quintals in 1928. Raw asbestos to the amount of 9,306 quintals is credited to the United States instead of to Canada, its true source of origin; and 372 quintals of manufactured asbestos was also imported from that country. The competition in cheap manufactured Czechoslovakian is not, however, met in Italy, the quality being probably not equal to the requirements of the market.

WOODPULP

Imports of woodpulp from Canada are for the artificial silk trade. Although from time to time inquiries have been received in this office for wood sulphite for the manufacture of paper, prices so far have been unfavourable. The extension of the woodpulp business in Jugoslavia will also have a restrictive influence on Canadian imports for paper manufacturing purposes. Unfortunately, the statistics do not distinguish between woodpulp brought in for the manufacture of artificial silk and that for paper manufacture. Figures for the last three years are as follows:—

	1929 Quintals	1928 Quintals	1927 Quintals
Austria	621,307	596,051	419,360
Czechoslovakia	105,983	114,208	46,388
Finland	149,542	148,073	67,898
Germany	218,700	157,778	97,676
Norway	79,305	67,637	43,785
Jugoslavia	18,564	25,297	25,300
Sweden	624,539	422,069	300,645
Switzerland	42,407	52,212	39,116
Canada	76,237	74,476	102,597
Total	1,936,584	1,657,801	1,142,765

Quite recently one of the large Canadian shippers concluded a long contract with his agent for one of the biggest consumers for rayon pulp.

METALS

Although several offers of scrap iron have been made to Italy this year, they seem to have been made with the idea that there is a shortage of scrap in

the country. Italy is a large consumer of scrap, but supplies have been plentiful, so that Canadian offers have not been acceptable. The market is principally for No. 1 railway scrap; price is the determining factor.

With regard to aluminium, shipments from Canada of bars and blocks are decreasing. According to the Dominion Bureau of Statistics, 16,652 Canadian cwts. were shipped in 1928, and in 1929 only 3,633 cwts. With the larger functioning of the Italian works near Venice for the manufacture of aluminium, a further decrease may be anticipated. Manufactured aluminium to the value of \$56,557 was shipped from Canada in 1929, as against \$12,722 in 1928.

Italy uses a small quantity of Canadian nickel, and the business is one that is growing, 10,543 cwts. having been shipped last year as against 4,495 cwts. in 1928.

Only an occasional shipment of coal is made from Canada, to make up ballast for returning vessels. In 1928, 8,181 tons came in this way, and last year 3,327 tons. Canadian coal is not suitable for the Italian market.

Export of Italian Goods to Canada

The principal lines of imports into Canada from Italy are:—

	1929	1928
Cheese	1,101	963
Candied fruits and peel	1,159	896
Oranges and lemons	7,426	11,868
Limes and citrus fruits	980	....
Fresh fruits	2,994	3,408
Almonds and nuts, dried	6,017	4,595
Fruit, vegetables and prepared vegetables	210	726
Tomato paste	5,811	4,185
Wines and vermouth	6,397	4,368
Thread	711	622
Linen and other manufactures	425	820
Cotton and other manufactures	2,745	1,423
Wool and other manufactures	1,493	654
Silk, artificial and waste	48,154	39,907
Silk and other manufactures	93,778	46,026
Iron and steel manufactures	1,289	822
Clocks	303	238
Marble in the rough	2,215	1,546
Worked marble and alabaster	9,401	6,090
Building material	1,646	....
Majolica, earthenware and porcelain	2,118	....
Glass and crystal ware	1,137	....
Essential oils and essences	10,358	9,896
Citric acid	101	168
Tartaric acid	126	245
Cream of tartar	244	584
Other chemical products	2,084	....
Hats	376,005	307,895
Candied peels	4,658	4,022
Works of art	715,054	828,070
Buttons	97	13

Italian exports to Canada were valued at 48,573,892 lire (\$2,556,520) in 1928, and in 1929 at 62,859,172 lire (\$3,308,377).

EXCHANGE SITUATION

The Governor of the Bank of Italy in his annual report points out how well the lira has stood the strain of 1929 on the international money market. The gold point has fluctuated very slightly—the dollar exchange between a minimum of 19·07 and a maximum of 19·11, closing at 19·09 in December. The repeal of the restriction in the exchange business is also a proof of the international stability and soundness of the lira.

INVOICE REQUIREMENTS AND CONSULAR REGULATIONS FOR CENTRAL AMERICA

C. NOEL WILDE, CANADIAN TRADE COMMISSIONER

Mexico City, May 15, 1930.—The system of documentation of foreign shipments to the five republics of Central America (Guatemala, El Salvador, Honduras, Nicaragua, and Costa Rica) is comparatively simple. It varies in detail in each country, but in all cases the principal documents required are a full set of consular invoices, which must be certified by the consular officers of the country concerned prior to shipment. After certification, one or more of these consular invoices is returned to the shipper, who in turn forwards them to the consignee so that they may reach him prior to the arrival of the merchandise itself.

These consular invoices provide columns or blank spaces for the following information:—

- (1) Name and address of shipper and consignee.
- (2) Name of steamer (and sometimes of captain).
- (3) Port of entry.
- (4) Marks and numbers on merchandise.
- (5) Number or quantity of packages, in letters and figures.
- (6) Kind of packages (i.e. boxes, barrels, etc.).
- (7) Material, kind and description of merchandise.
- (8) Weights, gross and net, of each kind of merchandise.
- (9) Values of each kind of merchandise (in currency of country of origin).
- (10) Total weights and values.
- (11) Signature of shipper (sometimes combined with form of oath printed on the consular invoice form).
- (12) Place and date of issue.

If the merchandise consists of alcoholic liquors, the alcoholic contents must generally be given.

In all cases the consular invoices must be made out in Spanish, and weights must be expressed in the metric system.

FORMS OBTAINABLE FROM CONSULS

Sets of forms may be purchased from the consular officers of the various countries at a nominal price (usually 50 cents Canadian currency per set), and it is recommended that exporters who do business with Central America provide themselves with a few sets in advance so that no delay may take place when shipment comes to be made.

No certificates of origin are required, but some of the republics (details further on) require copies of commercial invoices and/or bills of lading.

There are no special regulations in regard to marking of packing cases.

PACKING IN RELATION TO DUTIES

In the great majority of cases Central American customs duties are based upon the *gross weights* of the merchandise, inclusive of all inner and outer packing. Thus the method of packing has an influence upon the landed cost, and special precautions should be taken to make such packing as light as possible consistent with strength.

FORWARDING OF INVOICES

Many merchants in Central America object to having invoices sent to them through a bank, even when a draft is drawn upon them. The complaint is made that when this is done prices, etc., become known to their competitors; for this

reason shippers may be requested to send bills of lading and insurance policies only attached to draft, invoices being mailed direct to purchaser. Where such a request is made it should always be complied with as far as possible.

REGULATIONS VARY IN EACH COUNTRY

The consular invoices vary for each country as to size of form, wording, and number required. The necessary additional details are given in the following pages, under the heading of the respective countries.

Guatemala

A set of consular invoices consists of four copies. In addition four copies of the ordinary commercial invoice and four copies of the bill of lading are required.

The consular invoice must show the net cost of the merchandise, cost of freight and other expenses being added in such a manner that the total value agrees with that given in the commercial invoice.

The fee for certification of consular invoices is 2 per cent of the value of the shipment. Commercial invoices and bills of lading do not require certification, but must be presented to prove shipment.

Under no circumstances should bills of lading be made out "to order."

One copy of the above documents is returned to the shipper, the remainder being retained by the consul.

Documents may be presented to the consul at the place of shipment, or at the port of exit, as may be convenient. In cases where there is no Guatemalan consul they may be certified by the consul of any friendly nation.

Parcel Post.—No consular invoices are required, but three copies of the commercial invoice must be presented to the nearest consul for certification. They must bear the following form of oath, written in Spanish:—

El infrascrito.....(name).....declara y jura ser el.....(owner, agent, etc.).....de la casa de comercio.....de esta ciudad; que son ciertos los precios y demás pormenores consignados en la presente factura y que se sujeta a las leyes de Guatemala por cualquier inexactitud, irregularidad o ilegalidad en ella consignada.

Date

Signature

These commercial invoices must be accompanied by the receipt for the parcel, showing the registration number of same.

The fee for certification of the commercial invoices is 2 per cent of the value of the merchandise.

Samples.—Consular or commercial invoices are required (according to method of shipment), but if in the judgment of the consul they are of no commercial value, no fee for certification is charged.

Special Certificates.—These are required in connection with the following products; the form of certificate varies, but is usually supplied by the purchaser when ordering:—

Live Animals.—Health certificate and pedigree.

Plants, Seeds, Fruits, and Packing for Same.—Health certificate.

Flour.—Certificate of purity and quality, by the vendor.

Fertilizers.—Certificate of chemical analysis.

(There are consular representatives of Guatemala in Quebec, Montreal, Toronto, Winnipeg, and Vancouver.)

* *Translation:*—The undersigned.....hereby affirms that he is the.....of the firm.....of this city; that the prices and other particulars given on this invoice are correct, and that he submits himself to the provisions of the laws of Guatemala in case any error, irregularity or illegality be found therein.

El Salvador

A set of consular invoices consists of six copies.

An exceptional ruling in the case of El Salvador requires the invoice to be written in both Spanish and the language of the country of origin. The latter has to be in parallel lines below the former.

Four copies of the bill of lading are also required. If any doubt arises as to the accuracy of the consular invoice, the consul may require the production of the insurance policy or other documents, but this is not usual.

The fee for certification of consular invoices is 4 per cent of the value of the shipment; but if certification is made by the consul of a friendly nation only one-quarter of this fee is charged. A charge is also made for certification of bills of lading at the rate of \$1 for every \$500 in value up to a maximum of \$10.

The invoices may be certified by the consul at the point of origin or the port of exit as may be most convenient. In the absence of El Salvadorean consuls, they may be certified by the consul of any other Central American republic or other friendly nation. In the absence of consuls of any country, one copy of the consular invoice may be mailed to each of the two following addresses under registered cover:—

Ministerio de Hacienda,
San Salvador,
El Salvador, C.A.,

and

Administrador de la Aduana,
(Port of Entry),
El Salvador, C.A.

In this case the envelopes must be endorsed with the date and place of shipment, and the name of the port of entry. A third copy of the consular invoice must be mailed to the consignee, with the post office receipts attached thereto.

Parcel Post.—No consular invoices are required, but one copy of the commercial invoice must be presented to the consul of El Salvador, or of any other friendly nation, for certification. No fee is charged.

In the absence of certified invoices, a surcharge of 15 per cent of the duties is made when clearing the parcels at destination.

There is a consular representative of El Salvador in Montreal.

Honduras

A set of consular invoices consists of six copies. In addition, two copies of the commercial invoice and two copies of the bill of lading are required; the former must be based on f.o.b. values. The fees for certification are as follows:—

Consular invoices, 5 per cent of the value of the merchandise.
Commercial invoices, \$1.
Bills of lading, \$2.

The invoices must be certified by the consulate at the point of origin of the merchandise; no provision is made for certification at the port of exit. They may, however, be certified by the consul of any other Central American republic or other friendly nation in the absence of a Hondurean consul.

If the shipper prefers, he may avoid the necessity of consular certification by mailing one copy of the consular invoice to each of the two following addresses under registered cover:—

Secretaria de Hacienda,
Tegucigalpa,
Honduras, C.A.,

and

Administrador de la Aduana,
(Port of entry of goods),
Honduras, C.A.,

a third copy being mailed to the consignee with the post office receipts for the two registered envelopes.

Parcel Post.—No consular invoice or certification of documents is required, but commercial invoices, signed by the shipper, should be sent to consignee.

A special feature in connection with documentation for Honduras is that the consular fee is not paid direct to the consular officials. It is paid by means of special stamps attached to the consular invoice, and these stamps can be purchased only from the correspondents of the National City Bank of New York. Thus it is necessary for the exporter or his agent to ascertain the name of the local correspondents of this bank, purchase the stamps from them to the value of 3 per cent of the commercial invoice, and hand these stamps to the consular officials in lieu of cash. In Canada the stamps may be obtained at the Bank of Montreal in Toronto and Montreal.

(There are consular representatives of Honduras in Montreal and Toronto.)

Nicaragua

Full instructions with regard to use are printed on the back of all consular invoices, in both Spanish and English; thus the possibilities of error are reduced to a minimum. For purposes of reference, the English version of these instructions is given below:—

When Required.—A consular invoice is necessary for every consignment to Nicaragua of a value of more than \$50. A failure to present such consular invoice with the entry at the custom house subjects the importer to a fine and much inconvenience. The consular invoice should therefore be forwarded without delay.

Disposition of copies.—Five copies of each invoice will be given the consular certification. The consul will deliver three copies to the shipper to be sent to the consignee in Nicaragua, who must present two copies to the custom house, retaining the third copy. Two copies will be retained by the consul; one for his file and the other to be sent to the collector of customs of the port of entry of Nicaragua.

Incorrect Statements.—Any incorrect statements in the consular invoice will render the importer liable to a fine by the customs authorities of Nicaragua. Consular invoices which do not describe the articles in definite terms for their necessary identification, or in which general terms are used such as "accessories for machinery," "clothing," "hardware," or other similarly vague descriptions, will not be accepted.

Country of Origin.—If the country of origin of any of the merchandise is other than the country where the consular invoice is signed, it should be stated in the column of description.

Typewritten Invoices.—The size of this invoice and spacing between lines are such that it can be typewritten on any standard machine. Typewritten invoices are requested but are not obligatory. Thin strong paper should be used to permit manifolding. One of the two copies presented to the custom house should be the original.

When a consular invoice occupies more than one page, the consul shall sign and put his seal on all the pages.

Gross Weight.—The gross weight of merchandise imported into Nicaragua is the weight of the same together with all the containers, packages, covers, receptacles, wrappers, baling, vessels, and packing of every kind, whether exterior, interior or immediate, in which the said merchandise is contained, held, or packed at the time of importation. All the weights shall be expressed in kilograms or fractions thereof.

Net Weight.—The net weight shall not include the weight of any common exterior package, cover, receptacle, baling, wrapping or packing, but shall include all interior or immediate receptacles, including cards, pasteboard, paper, wood, or other material to which the articles are affixed. Loose straw, shavings, excelsior, paper, sawdust, or other similar materials interposed between the exterior container and the immediate receptacle of the merchandise to protect the same shall not be included in the net weight.

Articles of different kinds, shipped in the same case or container, should be wrapped or packed separately, and the net weight of each class definitely stated.

Value Defined.—For customs purposes the value of the merchandise shall be the wholesale price of such merchandise in the principal markets of the country whence exported, packed, and ready for shipment (including the value of all cases, crates, sacks, packages, and containers of every class, and other charges and expenses incident to placing the merchandise in condition ready for shipment, but not including ocean freight, insurance, export duties, consular fees, and buyer's commission).

Consular Fees.—The fees for the certification of consular invoices are fixed by the laws of Nicaragua as follows: If the value does not exceed C\$100, C\$2.50; if the value does not exceed C\$200, C\$3; if the value does not exceed C\$500, C\$5; if the value does not exceed C\$1,000, C\$10. If the value exceeds C\$1,000, one-fourth of 1 per cent will be charged on the excess in addition to the C\$10.

These consular fees are payable by the importer to the custom house at the port of entry of Nicaragua.

If additional certified copies of the invoice are required besides the five copies referred to, the shipper can procure them from the consul.

(C\$ or "Cordoba" is equal to the Canadian dollar.)

One copy of the signed bill of lading should be presented with the consular invoices.

Certification may be made at either the point of origin or the port of exit; no provision is made for certification in the absence of consular officers of Nicaragua.

In spite of the fact that consular fees are said to be "payable at the port of entry," it will be found in practice that Nicaraguan consuls abroad will occasionally collect them on certification of documents; in such cases the exporter should see that a note to that effect is made by the consul on the document itself; the explanation is that consuls *ad honorem* have been authorized to collect fees abroad, whereas consuls *de carrière* are not permitted to do so.

Parcel Post.—No consular invoice or certification of documents is required, but commercial invoices, signed by the shipper, should be provided to consignee. *It is very undesirable to send goods to Nicaragua by registered parcel post*, as this involves a surcharge of 100 per cent on customs duties.

(There are consular representatives of Nicaragua in Quebec and Montreal.)

Costa Rica

A set of consular invoices consists of four copies. No standard form is laid down, provided the necessary information is given, but as a matter of convenience consuls have been authorized to have forms printed locally and to sell sets to exporters at a price not to exceed cost.

Copies of the ordinary commercial invoice will be acceptable in lieu of the consular invoice, provided they are written in Spanish and give the necessary details.

The original of the consular or commercial invoice must be signed by the shipper, but the remaining three may be signed in facsimile.

No other documents are required.

Consuls are strictly forbidden to collect any fee for certification, and are instructed to give all possible assistance to exporters in the preparation of the documents when asked.

Certification may be either at the point of origin or the port of exit. In the absence of Costa Rican consuls, they may be certified by the consul of any other Central American republic or other friendly nation.

Parcel Post.—If the shipment is of a value less than 100 colones (\$25 Canadian currency), no consular invoice or certification of documents is required. If of a value of 100 colones or over, the above regulations apply.

(There is a consular representative of Costa Rica in Vancouver.)

BRITISH MERCHANDISE MARKS ACT

Referring to the notice published in *Commercial Intelligence Journal*, No. 1370, May 3, the Board of Trade announce that a draft order in council was laid before Parliament on May 28 which, if adopted, will require the varieties of bolts, rivets, nuts and screws enumerated, when imported into the United Kingdom, to bear an indication of origin on the containers at the time of sale in this country.

UNITED STATES TARIFF ACT OF 1930

Mr. H. H. Wrong, Chargé d'Affaires, Canadian Legation, Washington, has advised the Department of External Affairs that the United States Tariff Act of 1930 was signed by President Herbert Hoover on June 17, effective June 18.

The bill which has now been passed into law was first introduced on May 7, 1929, in the United States House of Representatives by Mr. William C. Hawley, Chairman of the Ways and Means Committee, and was passed by the House with some amendments on May 28, 1929. It was referred to the Senate Finance Committee on May 28, 1929, which reported it to the Senate on September 4, 1929, with proposed amendments. The Senate discussed the bill during a special session of Congress which finished on November 22, 1929, and resumed discussion at the ordinary session which started on December 3, 1929. The bill was passed by the Senate on March 24, with some proposed changes necessitating a joint conference of both Houses of Congress.

The conference reached an agreement on May 24 and reported the bill to both Houses on that day.

A comparison of rates of duty on articles of interest to Canada under the former and new tariff will be published in the next issue of the *Commercial Intelligence Journal*.

TARIFF CHANGES AND CUSTOMS REGULATIONS

British Guiana Tariff Increases

Mr. R. T. Young, Canadian Trade Commissioner, cabled from Port of Spain, Trinidad, on June 10 as follows:—

“British Guiana has deleted item 45, sugar, from customs tariff and substituted following: sugar all kinds \$3 per 100 pounds British preferential tariff, \$6 per 100 pounds general tariff.”

Under the former item 45, refined sugar was dutiable at \$1 per 100 pounds under the British preferential tariff, and \$2 per 100 pounds under the general tariff. The rates for unrefined were 40 cents and 80 cents per 100 pounds respectively.

“Confectionery rate duty increased 20 per cent British preferential tariff, 60 per cent general.”

The rates on confectionery were formerly 16½ and 50 per cent respectively.

“Following items when imported on behalf of or by a manufacturer of sugar and to be used solely for that purpose admitted duty free: sulphur, tin crystals, muriatic acid, alum, phosphoric acid, stannine bloomer. These rates effective from 1st June.”

Duties on sugar imported into British Guiana are subject to a surtax of 30 per cent. Duties on confectionery are subject to a surtax of 5 per cent if the goods are imported by parcels post.

German Tariff Changes

L. D. WILGRESS, CANADIAN TRADE COMMISSIONER

[1 reichsmark (R.M.) = \$0.238; 100 kilograms (kg.) = 220 pounds]

INCREASED DUTIES ON RYE AND FEEDING BARLEY

Hamburg, June 2, 1930.—In accordance with the powers conferred by the tariff law of April 15, 1930 (see page 751 of *Commercial Intelligence Journal* No. 1372, May 17, 1930), the German Government on May 22, 1930, issued a decree increasing the duty on rye from R.M. 9 to R.M. 15 per 100 kilograms, and the duty on feeding barley imported under customs control from R.M. 10 to R.M. 12 per 100 kilograms. These increased duties came into effect on May 26, 1930.

With the increase in the duty on rye the duty on all kinds of bran, with the exception of wheat bran, was automatically increased from R.M. 4.50 to R.M. 7.50 per 100 kilograms, the latter being half the new duty on rye. Wheat bran remains free of duty.

COMPULSORY MILLING OF DOMESTIC WHEAT

In accordance with the law of July 4, 1929, the German Government issued a decree on May 28, 1930, extending for the month of June, 1930, the compulsory milling of 50 per cent of domestic wheat, which percentage has been in force since last October.

IMPORT CERTIFICATE SYSTEM

The German Government issued a decree on May 28, 1930, suspending with effect from June 5, 1930, the import certificates granted on the export of wheat flour. A decree of May 27, 1930, suspended with effect from June 4, 1930, the import certificates granted on the export of oats. These import certificates entitle the holders to import duty-free a quantity of grain and certain other products equivalent to the duty value of the certificate.

Spanish Wheat and Flour Prohibition

With reference to the announcement in *Commercial Intelligence Journal* No. 1374 (May 31, 1930), page 841, Article 1 of the Spanish royal decree of May 19, 1930, states that all legislation promulgated in connection with customs duties on wheat and flour is abrogated as from May 22. Article 1 of the Law of July 10, 1922, is re-established in its full force. Consequently the introduction into the Peninsula and Balearic Islands of wheat and its flour originating abroad is prohibited. This prohibition will be in force until the price of wheat shall have exceeded 53 pesetas per 100 kilograms in the regulating markets of Castilla during one month. In order to sanction the imports of wheat after the above condition has been fulfilled, the consent of the Council of Ministers, after a report submitted by the Ministry of National Economy, is necessary.

Under Article 2 of the decree the importation of the tuber manioc, its flours and tapiocas, is prohibited.

The legislation dealing with the establishment of minimum and maximum wheat prices is abrogated under Article 4, absolute trading liberty being declared.

Norwegian Import Restriction on Muskrats

Mr. Frederick H. Palmer, Canadian Trade Commissioner in Oslo, writes that the Norwegian Department of Agriculture, after investigation, has decided to maintain the prohibition on the importation of muskrats. It is stated that muskrats have caused considerable damage in Europe to crops and forest as well as public works by undermining dams and railways.

Fish Importations into Cuba: Duty Increase

Mr. Enrique Heymann, office of the Canadian Trade Commissioner in Havana, writes that according to presidential decree No. 633 (May 18), duties on all kinds of fish have been increased as follows:—

	Old Tariff		New Tariff	
	Canada	United States Per 100 Kg.	Canada	United States
Codfish and similar fish	\$1.30	\$0.975	\$3.00	\$2.25
Salt mackerel, haddock and sardines . . .	1.00	0.75	2.50	1.875
Hake and similar dried and salted fish, not specified in the tariff	1.30	0.975	3.00	2.25

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING JUNE 16

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending June 16, 1930, with the official bank rate. Quotations for the week ending June 9, 1930, are also given for the sake of comparison.

Country	Unit	Parity	Nominal Quotations in Montreal Week ending June 9	Nominal Quotations in Montreal Week ending June 16	Official Bank Rate
Austria	Schilling	.1407	\$.1411	\$.1425	5½
Belgium	Belga	.1390	.1396	.1395	3
Bulgaria	Lev	.0072	.0072	.0072	10
Czechoslovakia	Krone	.0296	.0296	.0296½	4½
Denmark	Krone	.2680	.2675	.2675	4
Finland	Markka	.0252	.0252	.0252	6½
France	Franc	.0392	.0392	.0392	2½
Germany	Reichsmark	.2382	.2386	.2385	4½
Great Britain	Pound	4.8666	4.8562	4.8547	3
Greece	Drachma	.0130	.0130	.0130	9
Holland	Guilder	.4020	.4021	.4019	3
Hungary	Pengo	.1749	.1750	.1749	5½
Italy	Lira	.0526	.0524	.0523	5½
Jugo-Slavia	Dinar	.1930	.0177	.0177	5½
Norway	Krone	.2680	.2676	.2675	4½
Portugal	Escudo	1.0805	.0450	.0450	8
Roumania	Leu	.0060	.0060	.0060	9
Spain	Peseta	.1210	.1210	.1153	5½
Sweden	Krona	.2680	.2684	.2684	3½
Switzerland	Franc	.1930	.1936	.1937	3
United States	Dollar	1.0000	1.0000	.9996	3
Argentina	Peso (Paper)	.4244	.3806	.3742	—
Brazil	Milreis	.1196	.1175	.1139	—
Chile	Peso	.1217	.1206	.1209	6
Colombia	Peso	.9733	.9662	.9659	8
Mexico	Peso	.4985	.4735	.4747	6-7
Peru	Sol	.40	.3800	.3749	7
Venezuela	Bolivar	.1930	.1925	.1899	—
Uruguay	Peso	1.0342	.9200	.8823	—
Cuba	Peso	1.0000	1.0006	1.0031	—
Hongkong	Mex. Dollar	.3175	.3175	.3080	—
India	Rupee	.3650	.3612	.3611	6
Japan	Yen	.4985	.4943	.4945	5.48
Java	Guilder	.4020	.4025	.4024	4½
Shanghai	Tael	.3850	.3850	.3648	—
Siam	Baht (Tical)	.4424	.4500	.4498	—
Straits Settlements	Dollar	.5678	.5618	.5616	—
British Guiana	\$	1.0000	1.00½—1.01½	1.00½—1.01½	—
Barbados	\$	1.0000	1.00½—1.01½	1.00½—1.01½	—
Trinidad	\$	1.0000	1.00½—1.01½	1.00½—1.01½	—
Jamaica	Pound	4.8666	4.8575	4.8610	—
Other British West Indies	\$	1.013	1.00½—1.01½	1.00½—1.01½	—
Martinique	Franc	.0392	.0392	.0392½	—
Guadeloupe	Franc	.0392	.0392	.0392½	—

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT KINGSTON, BELLEVILLE, PETERBOROUGH, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.); AND THE MARITIME PROVINCES TRADE COMMISSION, TORONTO.

Canadian exporters should, for follow-up purposes, send a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which it emanated.

Foodstuffs

690. HONEY.—A Glasgow firm of produce merchants would be interested in Canadian honey, packed in sections and in cases containing two 60-pound tins. The quality and colour must be regular.

691. CHEESE.—A firm of wholesale provision merchants and manufacturers in Hanover, Germany, are desirous of getting in touch with Canadian exporters of pasteurized loaf cheese.

692. GROCERIES, ETC.—One of the largest firms of importers and commission agents in Guatemala, of British nationality, desire to secure representation of Canadian exporters of all kinds of groceries, packing house products, and canned goods.

693. HARDWARE; PROVISIONS, ETC.—A London firm of indent merchants, who purchase on behalf of customers in the leading cities of India, are prepared to consider offers from Canada of hardware, paints and varnishes, canned salmon, canned fruit, provisions, and merchandise generally, as they receive inquiries from their Indian offices.

694. CANNED SALMON.—A firm of wholesale provision merchants and manufacturers in Hanover, Germany, are desirous of getting in touch with Canadian exporters of canned salmon.

695. CANNED SALMON.—An importer and commission agent in Guatemala City desires representation of Canadian exporters of canned salmon.

696. CANNED SALMON, SARDINES, ETC.—An importer in Cali, Colombia, is interested in having quotations from exporters of canned salmon, sardines, fresh apples. Prices c.i.f. Buenaventura.

697. MILD-CURED SALMON.—A firm of wholesale provision merchants and manufacturers in Hanover, Germany, are desirous of getting in touch with Canadian exporters.

698. CANNED LOBSTERS.—A firm of wholesale provision merchants and manufacturers in Hanover, Germany, are desirous of getting in touch with Canadian exporters.

699. FROZEN FISH.—Manufacturers' representative wishes to obtain agency of exporter of frozen fish from the Martimes. Full particulars and quotations to Canadian Trade Commissioner, B. Mitre 430. Buenos Aires.

700. EGGS, FLOUR, ETC.—A broker in Glasgow wants to get in touch with a Canadian firm for the shipment of Canadian eggs and flour in volume to the United Kingdom and European ports; also any other suitable food products.

Miscellaneous

701. TAPESTRY AND DAMASKS.—Prices f.o.b. Atlantic ports, including agent's commission of 10 per cent, for tapestry and damasks wanted by a Johannesburg firm. Shipping weights and measurements to be sent, also six sets catalogues and additional literature. Full information to be sent to Canadian Trade Commissioner, P.O. Box 683, Cape Town, South Africa.

702. MOTORISTS' GLOVES.—A London merchant firm, dealing in car and motor cycle accessories, wish to get into touch with Canadian manufacturers of gauntlet gloves, faced with horsehide, suitable for motorists.

703. ENAMELWARE.—Prices f.o.b. Atlantic ports, including agent's commission of 7½ per cent, wanted by Johannesburg factory representatives on enamelware. Shipping weights and measurements to be sent, also six sets catalogues and additional literature. Full information to be sent to Canadian Trade Commissioner, P.O. Box 683, Cape Town, South Africa.

704. **HARDWARE, ETC.**—A commission merchant in Havana wishes to represent Canadian manufacturers of hardware (wire goods), glassware, tableware, packers' goods, galvanized wire, roofing paper, enamelware, and pipe fittings.

705. **NEWSPRINT, ETC.**—A commission agent in Havana desires to sell, on a commission basis only, newsprint, chrome, bond, and writing paper.

706. **WAXED PAPER.**—A manufacturers' representative in Mexico City desires to secure the representation of a Canadian firm manufacturing waxed paper. Price lists, full information, and samples of material should be forwarded with first letter.

707. **STRAWBOARD AND CARDBOARD.**—Manufacturers' agent in Buenos Aires is interested in obtaining the representation of a Canadian company offering strawboard and cardboard. Send samples (by sample post), particulars of weight, sizes, and prices to Canadian Trade Commissioner, B. Mitre 430, Buenos Aires.

708. **HICKORY HANDLES.**—A Gothenburg firm of importers wish to represent a Canadian manufacturer of hickory handles.

709. **DOORS.**—A builders' merchant in the West of England desires to receive quotations c.i.f. United Kingdom port, in sterling preferred, from Canadian manufacturers of ordinary builders' doors, for which there is an excellent market.

710. **WHITE PULPWOOD BOARDS.**—A Gloucester, England, firm of wholesale stationers ask to be placed in touch with Canadian manufacturers of white pulpwood board as per sample on file at Department. Size of board 22 by 32 inches. Quotations desired on 25-ton lots c.i.f. United Kingdom port, in sterling preferred.

711. **MAPLE AND ELM LOGS.**—A firm of timber merchants in Glasgow desire a connection in Canada for the supply of maple and elm logs, according to the following specifications: Clear rock maple logs, 24/30 inches diameter at small end and 12 feet and up long, admitting 10 per cent of 8 feet if this would be any advantage to the shipper. These logs are wanted for rollers in the print works of this country, and must be practically clear of all surface defects, and round and shapely. Flat logs would entail too much waste. Prime rock elm logs, 12 inches and up diameter by 16 feet and up long. Prime rock elm logs, 11/14 inches diameter by 18/35 feet long.

712. **BUILDING SUPPLIES.**—A West of England builders' merchant would be glad to receive c.i.f. United Kingdom port quotations on supplies suitable for the building trade such as plywood, mouldings, builders' hardware, etc.

713. **LEATHER BELTS.**—Manufacturers' representative in Buenos Aires wishes to obtain agency of Canadian manufacturer of leather belts for ladies and gentlemen. Send full details and prices to Canadian Trade Commissioner, B. Mitre 430, Buenos Aires.

714. **LEATHER.**—A manufacturers' representative in Guatemala, of English nationality, desires to secure representation of Canadian exporters of leather for the manufacture of footwear.

715. **LEATHER.**—A manufacturers' representative in El Salvador, of English nationality, desires to secure representation of Canadian exporters of leather for the manufacture of footwear.

716. **SHOE LEATHER.**—A commission agent in Havana desires representation of Canadian tanners, on a commission basis only, of all kinds of shoe leather, especially calf, patent, sole, inner sole, and shoe linings.

717. **SHOEFINDINGS.**—An importer and commission agent in El Salvador desires to secure representation of Canadian firms manufacturing shoe findings of all kinds.

718. **ELECTRIC LIGHT BULBS.**—Prices f.o.b. Atlantic ports, including agent's commission of 7½ per cent, wanted by a South African firm on electric light bulbs. Shipping weights and measurements to be sent, also six sets catalogues and additional literature. Full information be sent to the Canadian Trade Commissioner, P.O. Box 683, Cape Town, South Africa.

719. **CYCLE SADDLES.**—Prices f.o.b. Atlantic ports, including agent's commission of 7½ per cent, wanted by a South African firm on cheap reliable cycle saddles. Shipping weights and measurements to be sent, also six sets catalogues and additional literature. Full information to be sent to Canadian Trade Commissioner, P.O. Box 683, Cape Town, South Africa.

720. **CYCLE COASTER HUBS.**—Prices f.o.b. Atlantic ports, including agent's commission of 7½ per cent, wanted by a South African firm on cycle coaster hubs. Shipping weights and measurements to be sent, also six sets catalogues and additional literature. Full information to be sent to Canadian Trade Commissioner, P.O. Box 683, Cape Town, South Africa.

721. **BATTERIES.**—Manufacturers' representative in Buenos Aires wishes to obtain agency of Canadian manufacturer of batteries for motor cars. Send full information and prices to Canadian Trade Commissioner, B. Mitre 430, Buenos Aires.

722. **BATTERY ACCESSORIES.**—Manufacturers' representative in Buenos Aires wishes to obtain agency of Canadian manufacturer of plates, separators, terminals, and boxes for automobile accessories. Send full details and quotations to Canadian Trade Commissioner, B. Mitre 430, Buenos Aires.

723. **TOOLS FOR GARDENING AND FARM WORK.**—A Gothenburg firm of importers wish to establish connection with a Canadian manufacturer of tools for gardening and farm work.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

Note—Firms who desire information concerning ocean mail services may have their names placed on the mailing list of the Post Office Weekly Bulletin by applying to the Post Office Department.

From Montreal

To Antwerp.—Beaverdale, June 27; Metagama, July 3; Beaverbrae, July 4; Montrose, July 17; Beaverford, July 18—all Canadian Pacific; Peel County, June 27; Grey County, July 7; Brant County, July 19; Elgin County, July 31—all County Line.

To Avonmouth.—Kastalia, June 28; Salacia, July 26—both Anchor-Donaldson Line; Oranian, Dominion Line, July 12.

To Belfast and Dublin.—Fanad Head, June 28; Melmore Head, July 17—both Head Line (cargo accepted for Londonderry and Cork).

To Cardiff and Swansea.—Oranian, Dominion Line, July 12; Kastalia, June 28; Salacia, July 26—both Anchor-Donaldson.

To Glasgow.—Melita, July 2; Minnedosa, July 18—both Canadian Pacific; Athenia, June 27 and July 25; Letitia, July 11—both Anchor-Donaldson.

To Liverpool.—Duchess of Richmond, June 27 and July 23; Duchess of Bedford, July 4; Duchess of York, July 12; Minnedosa, July 18—all Canadian Pacific; Antonia, July 4; Andania, July 18—both Cunard Line; Laurentic, June 28 and July 26; Doric, July 12; Albertic, July 19—all White Star Line.

To London.—Beaverdale, June 27; Beaverbrae, July 4; Beaverhill, July 11; Beaverford, July 18—all Canadian Pacific; Ascania, June 29 and July 25; Alaunia, July 4; Ausonia, July 11; Auranis, July 18—all Cunard Line; Megantic, White Star Line, July 10.

To Manchester.—Manchester Producer, June 26; Manchester Commerce, July 10; Manchester Citizen, July 17; a steamer, July 31—all Manchester Line.

To Newcastle and Leith.—Cairnross, July 11; Cairnglen (also calls at Dundee), July 25—both Cairn-Thomson Line.

To Southampton.—Montclare, June 26; Empress of Australia, July 2; Metagama, July 3; Montcalm, July 5; Empress of Scotland, July 9—all Canadian Pacific; Megantic, White Star Line, July 10.

To South France and Italian Ports.—Vallarsa, June 29; Valreale, July 1; Valcerusa, July 8—all Lloyd Mediterraneo Italian Service.

To Havre.—Grey County, July 8; Brant County, July 19—both County Line.

To Hamburg.—Montclare, June 26 and July 24; Montcalm, July 5; Beaverhill, July 11; Beaverburn, July 25—all Canadian Pacific; Kent County, June 27; Hada County, July 25—both County Line; Trier, July 5; Koeln, July 26—both North German Lloyd; a steamer, Hamburg-American Line, July 11.

To Bremen.—Trier, July 5; Koeln, July 26—both North German Lloyd.

To Rotterdam.—York County, June 30; Labelle County, July 10; King's County, July 25—all County Line.

To Bermuda, Santo Domingo, Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, Barbados, Grenada, Trinidad and Demerara.—Cornwallis, June 28; Champlain, July 12; Colborne, July 26—all Canadian National.

To Hamilton, Nassau, Kingston and Belize.—Cavelier (freight to Kingston only), June 27 and July 25; Lady Somers, July 4; Cathcart (freight to Kingston only), July 11; Lady Rodney, July 18—all Canadian National.

To Bermuda, St. Kitts, Antigua, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo.—Italia, June 27; Spica, July 11; Tyrifjord, July 25—all Ocean Dominion SS. Corp.

To Australian Ports.—Canadian Traveller, June 30; Canadian Leader, July 30—both Canadian National.

To New Zealand Ports.—Canadian Cruiser, June 25; Canadian Transporter, July 25—both Canadian National.

To South African Ports.—Cochrane, June 25 (also calls at West African and Portuguese East African ports); Gaboon, July 12; Mattawin, July 25 (also calls at West African and Portuguese East African ports)—all Elder Dempster Line.

To South American Ports.—Canadian Spinner, Canadian National, July 19.

To St. Pierre-Miquelon and St. John's Nfld.—A steamer, Farquhar SS., June 23; Rosalind, Furness-Red Cross Line, July 4 and 18.

To Cornerbrook, Nfld.—New Northland, June 25; North Voyageur, June 30—both Clarke SS. Co.

From Quebec

To Southampton.—Empress of Japan, June 24; Empress of France, June 25—both Canadian Pacific.

From Halifax

To London.—Missouri, Leyland Line, June 27.

To Liverpool.—Newfoundland, June 24 and July 29; Nova Scotia, July 12—both Furness Line.

To St. Pierre-Miquelon and St. John's Nfld.—Nerissa, July 1, 15 and 29; Fort St. George, July 8 and 22—both Furness-Réd Cross Line; Newfoundland, June 24 and July 29; Nova Scotia, July 12—both Furness Line.

To Bermuda, St. Kitts, Antigua, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo.—Italia, July 3; Spica, July 17; Tyrifjord, July 31—all Ocean Dominion.

To Kingston, Jamaica.—Cavelier, June 30 and July 28; Cathcart, July 14—both Canadian National.

To Bermuda, Santo Domingo, Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, Barbados, Trinidad and Demerara.—Cornwallis, July 3; Champlain, July 17; Colborne, July 31—all Canadian National.

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Hawkins, June 27 and Aug. 8; Lady Drake, July 11; Lady Nelson, July 25—all Canadian National.

To Santiago (Cuba) and Kingston (Jamaica).—Andalusia (also calls at Montego Bay and other Jamaica outports), June 25 and July 23; Caledonia, July 9 and Aug. 6—both Pickford & Black.

From St. John

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Drake, July 3; Lady Nelson, July 17; Lady Hawkins, July 31—all Canadian National.

To Port Said, Suez, Port Sudan, Aden, Mombasa (Kilindini), Tanga, Dar-es-Salaam, Rangoon and Calcutta.—Kabinga, June 23; City of Halifax, July 23—both American and Indian SS.

From Vancouver

To Yokohama, Kobe, Shanghai and Hongkong.—Empress of Russia, June 26; Empress of Asia, July 24; Empress of Canada (also calls at Honolulu), Aug. 7—all Canadian Pacific (also call at Manila); Korea Maru, June 30; Mishima Maru (does not call at Hongkong), July 20; Siberia Maru, Aug. 1—all Nippon Yusen Kaisha (also call at Moji).

To Shanghai, Hongkong and Manila.—Melville, American Mail Line, July 18 (also calls at Amoy, Iloilo and Zamboanga).

To Shanghai.—Pacific Commerce, Australian-B.C. Shipping Co. Ltd., June 30.

To Yokohama, Kobe, Miike and Hongkong.—Tyndareus (does not call at Miike), June 24; Protesilaus, July 15; Talthybius, Aug. 5—all Blue Funnel.

To Yokohama, Kobe and Osaka.—London Maru (also calls at Dairen and Keelung), July 15; Africa Maru, Aug. 3; Paris Maru (also calls at Dairen and Taku), Aug. 6—all Osaka Shosen Kaisha.

To Yokohama, Kobe, Osaka and Moji.—Arabia Maru, June 21; Arizona Maru (also calls at Shanghai), July 10—both Osaka Shosen Kaisha.

To Auckland, Wellington, Lyttelton and Dunedin.—Golden Cross, Oceanic and Oriental Navigation Co., July 17.

To Honolulu, Suva, Auckland and Sydney.—Niagara, June 25; Aorangi, July 23—both Canadian-Australasian Line.

To Napier, Lyttelton, Dunedin and New Plymouth.—Waikawa, Canadian-Australasian Line, July 10 (also calls at Bluff).

To Auckland, Wellington, Melbourne and Sydney.—Waiotapu, Canadian-Australasian Line, July 1 (also calls at Newcastle).

To Brisbane, Sydney, Newcastle, Melbourne and Adelaide.—A steamer, in July and August—both Transatlantic SS. Co. Ltd.

To Manchester.—Fresno City, June 26; East Lynn, July 12—both Reardon Smith Line; Pacific Ranger, Furness (Pacific) Line, June 28.

To Liverpool, Southampton, London and Rotterdam.—Nebraska, July 3; Delftdyk, July 17; Nietheroy, July 30 (does not call at Southampton)—all North Pacific Coast Line.

To Havre, Dunkirk, Bordeaux and Antwerp.—Oregon, July 3; Wisconsin, Aug. 4—both French Line.

To Hamburg, Bremen and Antwerp.—Oakland, June 26; Vancouver, July 8; Seattle, July 22; Portland, Aug. 5—all Hamburg-American Line; Eemdyk (also calls at Rotterdam)—North Pacific Coast Line, June 26.

To Barcelona, Marseilles, Genoa, Leghorn, Naples, Venice and Trieste.—Cellina, June 28; Leme, July 26—both Navigazione Libera Triestina.

To Santos, Rio de Janeiro, Buenos Aires, Montevideo, Rosario and Santa Fé.—Taranger, July 12; Hindanger, Aug. 12—both Westfal-Larsen.

To Capetown, East London, Durban and Lourenco Marques.—Crown City, B.C. Shipping Agencies Ltd., June-July.

To Port of Spain (Trinidad) and Bridgetown (Barbados).—Lycia, July 20; Elmworth, Aug. 25—both Canadian Transport Co. Ltd.

To Puerto Colombia.—Point Montara, June 27; Point Sur, July 14; Point Arena, July 26—all Gulf Pacific Line.

CONDENSED LIST OF PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
 Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
 Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
 Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents.)
 Canada-West Indies Conference (1920). (Price 25 cents.)
 Canada-West Indies Conference Report (1925). (Price \$1.)
 Dominion Grain Research Laboratory (1920). (Price 10 cents.)
 Electrical Standards and their application to Trade and Commerce.
 Final Report of the Fuel Controller (1920).
 List of Licensed Elevators, etc. (Price 50 cents.)
 Motion Pictures, Catalogue of. (Price 10 cents.)
 Pan-Pacific Commercial Conference (1923). (Price 10 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada, \$3.50; single copies, 10 cents.
 Czechoslovakia as a Market for Canadian Products (1927). (Price 25 cents.)
 Denmark as a Market for Canadian Products (1926). (Price 25 cents.)
 French-Canadian Homespun Industry.
 Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)
 Invoice Requirements: Leaflets covering the following countries: Argentina; Australia; Belgium; Brazil; Chile; China; Colombia; Cuba; Denmark; Finland; France; Holland; India; Italy; Mexico; Netherlands East Indies; New Zealand; Peru; South Africa; Switzerland; Turkey; Uruguay; and Venezuela. (Free.)
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 Markets of British Malaya (1923). (Price 25 cents.)
 Markets of Central America (1929). (Price 25 cents.)
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 Peru as a Market for Canadian Products (1926). (Price 25 cents.)
 Points for Exporters: Leaflets covering the following countries: Australia; Belgium; the Bahamas; Brazil; British Honduras; China; Colombia; Cuba; France; Hayti; Hongkong; India; Jamaica; Japan; Mexico; British Malaya and Siam; New Zealand; South Africa; British West Indies; Netherlands; and the United Kingdom. (Free.)
 Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)
 Sweden as a Market for Canadian Products (1928). (Price 25 cents.)
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 Trading with Egypt (1921). (Price 25 cents.)
 Trading with Greece (1921). (Price 25 cents.)
 Trading with Spain (1926). (Price 25 cents.)
 West Africa and its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.

Census of Canada.

Miscellaneous Statistics respecting the following: Business; Education; Employment; Finance (Provincial and Municipal); Justice; Transportation, including railways and tramways, express, telegraphs, telephones, water, etc.; Production, including agriculture, furs, fisheries, forestry, mining, construction and manufactures; Vital: Births, deaths, marriages, divorce.

Canada, 1930.

Year Book of Canada.

Report of the Dominion Statistician, Annual.

Trade (External) (Imports and Exports), Annual, Quarterly and Monthly.

Trade (Internal), Prices, cost of living, capital movements, etc.

CANADIAN GOVERNMENT TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, B. Mitre 430, Buenos Aires. (Territory includes Chile and Uruguay.) *Cable Address, Canadian.*

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*
Commercial Agent: B. Millin, The Royal Exchange, Sydney, N.S.W.

Belgium

Jean J. Guay, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.* (Territory includes Roumania, Bulgaria, Hungary.)

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Ed. Da "A Noite," Sala 802, Praca Maua. *Cables, Canadian.*

British West Indies

Trinidad: R. T. Young. Address for letters—P.O. Box 125, Port of Spain. Office. Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*

Jamaica: F. W. Fraser, P.O. Box 225, Kingston. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, the Bahamas and British Honduras.) *Cable Address, Canadian.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—Daily News Building, 17 The Bund, Shanghai. *Cables, Canadian.*

Cuba

James Cormack. Address for letters—Apartado 1945. Office Address: Calle Obrapia 35, Havana, Cuba. (Territory includes San Domingo and Porto Rico.) *Cable Address, Canadian.*

France

Hercule Barré, 3 rue Scribe, Paris (9). (Territory includes French Colonies in North Africa, Egypt, Palestine, Syria.) *Cable Address, Cancomac.*

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Canadian.* (Territory covers Germany—except the Rhine Valley—Czechoslovakia, Austria, Poland, Esthonia, Latvia, Lithuania and Soviet Russia.)

Greece

Henri Turcot, 8 Metropole Street, Athens. (Territory includes Turkey.) *Cable Address, Canadian.*

Hongkong

Paul Sykes—P.O. Box 80. Office—Exchange Building, Hongkong. Territory includes South China, the Philippines, British North Borneo, and Indo-China. *Cable Address, Canadian.*

India and Ceylon

Richard Grew, P.O. Box 2003, office, 8 Esplanade Mansions, Government Place East, Calcutta. *Cable Address, Canadian.*

Irish Free State

J. H. English, 66 Upper O'Connell street, Dublin
Cable Address, Canadian.

Italy

A. B. Muddiman, Via Manzoni Nr. 5—Milan (102). *Cables, Canadian.* Territory includes Spain, Portugal, Gibraltar, Canary Islands, Malta, Italian Colony in Africa, Albania, Jugoslavia, and Cyprus.)

Japan

Tokyo: J. A. Langley, Commercial Secretary Address for letters, P.O. Box F. 101, Tokyo Central. Office. Imperial Life Assurance Building. Marunouchi, Tokyo. *Cables, Canadian.*
 Kobe: Acting Trade Commissioner. Address for letters, P.O. Box 230. Office, Chamber of Commerce Bldg., Kobe. *Cables, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. (Territory includes Central American Republics.) *Cable Address, Cancomac.*

Netherlands

J. C. Macgillivray, Beursplein 26B, Rotterdam. (Territory includes the Rhine valley and Switzerland.) *Cable Address, Canadian.*

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G. R. Heasman, P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Yorkshire House, Shortland street, Auckland. *Cable Address, Canadian.*

Norway

F. H. Palmer, Jernbanetorget 4, Oslo. (Territory includes Scandinavian countries and Finland.) *Cable Address, Canadian.*

Panama

J. A. Strong, P.O. Box No. 222, Panama City. (Territory includes Venezuela and Colombia.) *Cable Address, Canadian.*

Peru

G. R. Stevens, Casilla 1212, Lima. Office, Calle Ccca, 478. (Territory includes Bolivia and Ecuador.) *Cable Address, Canadian.*

South Africa

C. S. Bissett, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

London: Harrison Watson, Canadian Building, Trafalgar Square, S.W. 1, England. *Cable Address, Sleighing, London.*

London: J. Forsyth Smith, Fruit Trade Commissioner, Walter House, Bedford Street, Strand. W.C. 2. *Cable Address, Canfrcom.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany and Spain.)

Liverpool: Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street. *Cable Address, Canadian.*

Bristol: Douglas S. Cole, Sun Building, Clare street. *Cable Address, Canadian.*

Glasgow: Gordon B. Johnson, 200 St. Vincent Street, Scotland. *Cable Address, Cantracom.*

United States

New York City: Frederic Hudd, 44 Whitehall street. (Territory covers New England, Atlantic seaboard states, Pennsylvania; also the Bermudas.) *Cables, Cantracom.*

Chicago: R. S. O'Meara, Willoughby Tower, 8 S. Michigan Avenue. (Territory covers the Middle West and the Mississippi Valley.) *Cables, Canadian.*

San Francisco: H. R. Poussette, Suite 405, Alaska Commercial Building, 310 Sansome St. (Territory covers the Pacific seaboard and Rocky Mountain states.)

NOTE.—Bentley's Second Phrase Code is used by Canadian Trade Commissioners.

JUN 30 1930

Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. James Malcolm, M.P.

Deputy Minister: F. C. T. O'Hara

Director, Commercial Intelligence Service: C. H. Payne

Published in English and French. Subscription Price for either edition: \$1 per annum in Canada (single copies 5 cents each); \$3.50 outside the Dominion (single copies 10 cents each). Remittances, which may be made by Post Office or Express Orders, or Drafts, or Cheques, payable at par in Ottawa, should be addressed to the King's Printer, Government Printing Bureau, Ottawa.

Vol. XLII

Ottawa, June 28, 1930

No. 1378

TABLE OF CONTENTS

	Page		Page
United States Tariff Act of 1930...	977	India's Foreign Trade during March	1001
Exports of Japanese Canned Crab...	982	Trade Commissioners on Tour...	1003
Import Trade of China in 1929...	982	New Rates of Postage...	1004
Bacon Situation in North of England	983	Market for Canadian Apples in Argentina...	1004
Market for Skates in Liverpool...	984	Economic Conditions in the Netherlands...	1005
Chair Market Conditions in North of England...	984	Norwegian Crop Prospects...	1005
Direct Trade of the Irish Free State with Canada...	985	South African Merchandise Marks Act...	1006
Changes in the Consular List...	987	British Merchandise Marks Act: Fountain Pens...	1007
Review of Australian Trade, 1928-29		Tariff Changes, etc...	1008
V. Importations of Interest to Canada—Con...	988	Foreign Exchange Quotations...	1011
Trinidad Government Assistance to Sugar Industry...	994	Trade Inquiries...	1012
Points for Exporters to British West Indies...	995	Sailings from Canadian Ports...	1013
Large Laundry Enterprise in Jamaica...	1000	List of Acts, etc., Administered...	1015
		Commercial Intelligence Service...	1016

UNITED STATES TARIFF ACT OF 1930

With reference to the announcement in last week's issue of the *Commercial Intelligence Journal*, page 968, respecting the adoption of a new customs tariff in the United States, effective from June 18, appended is a comparison of rates of duty on agricultural products and fish in operation under the Tariff Act, 1922, now replaced, and under the new enactment.

Corresponding data will be published in the next issue of the *Commercial Intelligence Journal* respecting some other commodities of interest to Canada.

In the meantime it may be observed that extensive modifications have been made in the special and administrative provisions of the tariff law. Many of these are of a more or less technical nature. On the other hand, some are of considerable importance.

The flexible provision incorporated first in the United States tariff as section 315 of the 1922 Act is retained in the 1930 Act as section 336, but with some changes. The procedure, however, in the main is practically as it was before. The new flexible provisions state that the Tariff Commission (1) upon request of the President or (2) upon resolution of either or both Houses of Congress or (3) upon its own motion or (4) when in its judgment there is reason

therefor, upon application of any interested party, shall investigate differences in costs of production of any domestic article and of any like or similar foreign article and report the result of its investigations and its findings to the President.

If the commission reports that the duties expressly fixed by statute do not equalize the differences in costs of production of the domestic article and the like or similar foreign article when produced in the principal competing country, the commission shall specify such increases or decreases in rates of duty (including any necessary change in classification) as it finds necessary to equalize such differences. It may also recommend rates leviable on the American selling price as the basis of value. In no case the total increase or decrease is to exceed 50 per cent of the rates in the tariff. There is a prohibition against transferring goods from the free list to the dutiable list, or vice versa.

The President has power by proclamation to approve the rates of duty and changes in classification or basis of value as reported by the commission if, in his judgment, such changes are shown to be necessary to equalize differences in costs of production.

Section 304 of the 1922 Act, requiring goods imported into the United States to be marked with the name of the country of origin, appears with some modifications as section 304 in the new measure. The changes give the Secretary of the Treasury power to make exception to the strict requirements of the law and to prescribe the manner of marking in order to remove difficulties which had arisen in applying the marking regulations.

Section 311 of the new Tariff Act, which relates to bonded manufacturing warehouses, states among other things that no flour manufactured in a bonded manufacturing warehouse from wheat imported ninety days from the date of enactment of the new tariff shall be withdrawn from the warehouse for exportation without payment of a duty on the imported wheat equal to any reduction in duty which applies by treaty to United States flour in the country to which the flour is exported.

Item No.	United States Tariff September 21, 1922	United States Tariff effective June 18, 1930
701. Cattle weighing less than 700 pounds each.per lb.	1½ cents	2½ cents
701. Cattle weighing 700 to 1,050 pounds each.per lb.	1½ cents	3 cents
701. Cattle weighing 1,050 pounds or more each.per lb.	2 cents	3 cents
701. Tallow.per lb.	½ cent	½ cent
701. Beef and veal, fresh, chilled or frozen.per lb.	3 cents	6 cents
702. Sheep, lambs and goats.per head	\$2	\$3
702. Mutton and goat meat, fresh, chilled or frozen.per lb.	2½ cents	5 cents
702. Lamb, fresh, chilled or frozen.per lb.	4 cents	7 cents
703. Swine.per lb.	½ cent	2 cents
703. Pork, fresh, chilled or frozen.per lb.	1 cent	2½ cents
703. Bacon, hams and shoulders, and other pork prepared or preserved.per lb.	2 cents	3½ cents
704. Reindeer meat, venison and other game (except birds) fresh, chilled or frozen, not specially provided for.per lb.	4 cents	6 cents
706. Meats, fresh, chilled, frozen, prepared or preserved, not specially provided for.per lb.	20% ad val.	6 cents but not less than 20% ad val.
707. Whole milk, fresh or sour.per gallon	2½ cents increased to 3½ cents on fresh milk June 13, 1929	6½ cents
707. Cream fresh or sour.per gallon (Milk containing more than 5½ per cent of butter fat dutiable as cream.)	20 cents increased to 30 cents June 13, 1929	56½ cents

Item No.	United States Tariff September 21, 1922	United States Tariff effective June 18, 1930
708a. Milk condensed or evaporated in air-tight containers unsweetened...per lb.	1 cent	1 $\frac{1}{10}$ cents
708a. Milk condensed or evaporated in air-tight containers sweetened...per lb.	1 $\frac{1}{2}$ cent	2 $\frac{3}{4}$ cents
708a. All other condensed or evaporated milk...per lb.	1 $\frac{3}{8}$ cents	2 $\frac{5}{100}$ cents
708b. Dried whole milk...per lb.	3 cents	6 $\frac{1}{12}$ cents
709. Butter...per lb.	8 cents increased to 12 cents April 5, 1926	14 cents
710. Cheese and substitutes therefor...per lb. (Emmenthaler type Swiss cheese increased to 7 $\frac{1}{2}$ cents per pound but not less than 37 $\frac{1}{2}$ per cent ad valorem, July 8, 1927.)	5 cents but not less than 25% ad val.	7 cents but not less than 35% ad val.
711. Birds live: Chickens, ducks, geese, turkeys and guineas...per lb.	3 cents	8 cents
711. Baby chicks of poultry...each	3 cents	4 cents
711. Live birds not specially provided for valued at \$5 each or less...each (Bob-white quail decreased to 25 cents each, Nov. 2, 1925)	50 cents	50 cents
712. Birds, dead, dressed or undressed, fresh, chilled, or frozen, prepared or preserved in any manner not specially provided for:		
Chickens, ducks, geese, guineas, and turkeys...per lb.	6 cents	10 cents
Unspecified...per lb.	8 cents	10 cents
Prepared or preserved...per lb.	35% ad val.	10 cents
714. Horses and mules unless imported for immediate slaughter, valued at not more than \$150 per head...each	\$30	\$30
714. Horses and mules valued at more than \$150 per head...ad val.	20%	20%
715. Live animals, vertebrate and invertebrate, not specially provided for...ad val.	15%	15%
723. Buckwheat hulled or unhulled...per 100 lbs.	10 cents	25 cents
726. Oats, hulled or unhulled...per bus. of 32 lbs.	15 cents	16 cents
729. Wheat...per bus. of 60 lbs.	30 cents increased to 42 cents April 6, 1924	42 cents
729. Wheat flour, semolina, crushed or cracked wheat, and similar wheat products not specially provided for...per 100 lbs.	78 cents increased to \$1.04 April 6, 1924	\$1.04
730. Bran shorts, by product feeds obtained in milling wheat or other cereals...ad. val.	15% decreased to 7 $\frac{1}{2}$ % April 6, 1924	10%
730. Unspecified feedstuffs...ad val.	10%	10%
730. Soy bean oil cake, oil cake meal and other vegetable oil cake and oil cake meal not specially provided for...per lb.	Free	$\frac{3}{10}$ of cent
731. Screenings, scalplings, chaff, or scourings of wheat, flaxseed, or other grains or seeds, unground or ground...ad val.	10%	10%
734. Apples green or ripe...per bus. of 50 lbs.	25 cents	25 cents
736. Berries, edible in their natural condition or in brine...per lb.	1 $\frac{1}{4}$ cents	1 $\frac{1}{4}$ cents
753. Cut flowers, fresh, dried, prepared, or preserved...ad val.	40%	40%
762. Flaxseed...per bus. of 56 lbs.	50 cents increased to 56 cents June, 13, 1929	65 cents
763. Alfalfa...per lb.	4 cents	8 cents
763. Timothy...per lb.	2 cents	2 cents
763. Alsike clover...per lb.	4 cents	8 cents
763. Crimson clover...per lb.	1 cent	2 cents
763. Red clover...per lb.	4 cents	8 cents
763. White clover...per lb.	3 cents	6 cents
763. Ladino clover...per lb.	2 cents	6 cents
763. Sweet clover...per lb.	2 cents	4 cents
763. Other clover seeds...per lb.	2 cents	3 cents
765. Beans, not specially provided for, green or unripe...per lb.	$\frac{1}{2}$ cent	3 $\frac{1}{2}$ cents

Item No.	United States September 21, 1922	Tariff	United States effective June 18, 1930	Tariff
765. Beans dried.per lb.	1½ cents		3 cents	
766. Sugar beets.per ton of 2000 lbs.	80 cents		80 cents	
769. Peas green or unripe.per lb.	1 cent		3 cents	
769. Peas dried.per lb.	1 cent		1½ cents	
769. Peas split.per lb.	1½ cent		2½ cents	
771. White or Irish potatoes.per 100 lbs.	50 cents		75 cents	
772. Tomatoes prepared or preserved in any manner.ad val.	15%		50%	
773. Turnips.per 100 lbs.	12 cents		25 cents	
774. All other vegetables not specially provided for.ad val.	25%		50%	
774. Peppers, eggplant, cucumbers and crude horseradish.ad val.	25%		3 cents per lb.	
774. Squash, celery, lettuce and cabbage.ad val.	25%		2 cents per lb.	
779. Straw.per ton of 2000 lbs.	\$1		\$1.50	
779. Hay.per ton of 2000 lbs.	\$4		\$5	
1606a. Any animal imported by a citizen of the United States specially for breeding purposes.	Free under regulations		Free under regulations	
1607. Animals and poultry brought in temporarily for a period not exceeding six months, for exhibition purposes.	Free		Free	
717a. Fish, fresh or frozen (whether or not packed in ice), whole, or beheaded or eviscerated or both, but not further advanced (except that the fins may be removed):				
Halibut, salmon, mackerel, and swordfish.per lb.	2 cents		2 cents	
Other fish, not specially provided for.per lb.	1 cent		1 cent	
717b. Fish, fresh or frozen (whether or not packed in ice), filleted, skinned, boned, sliced, or divided into portions, not specially provided for.per lb.	2½ cents		2½ cents	
717c. Fish, dried and unsalted:				
Cod, haddock, hake, pollock, and cusk.per lb.	1½ cents		2½ cents	
Other fish.per lb.	1½ cents		1½ cents	
718a. Fish, prepared or preserved in any manner, when packed in oil or in oil and other substances.ad val.	30%		30%	
718b. Fish, prepared or preserved in any manner, when packed in air-tight containers weighing with their contents not more than fifteen pounds each (except fish packed in oil or in oil and other substances):				
Salmon.ad val.	25%		25%	
Other fish.ad val.	25%		25%	
719. Fish, pickled or salted except those covered by item 718a and 718b:				
1. Salmon.ad val.	25%		25%	
2. Cod, haddock, hake, pollock, and cusk, neither skinned nor boned (except that the vertebral column may be removed):				
When containing not more than 43 per cent of moisture by weight.per lb.	1½ cents		1½ cents	
When containing more than 43 per cent of moisture by weight.per lb.	1½ cents		¾ cent	
3. Cod, haddock, hake, pollock and cusk, skinned or boned, dried or not.per lb.	1½ cents		2 cents	
4. Herring and mackerel, whether or not boned, in bulk or immediate containers weighing with their contents more than 15 pounds each.per lb. net weight	1 cent		1 cent	
In immediate containers (not air-tight) weighing with their contents not more than 15 pounds each.ad val.	1 cent		25%	

Item No.		United States Tariff September 21, 1922	United States Tariff effective June 18, 1930
	5. Other fish, in bulk or in immediate containers weighing with their contents more than 15 pounds each, per pound, net weight	1½ cents	1½ cents
	In immediate containers (not air-tight) weighing with their contents not more than 15 pounds each.ad val.	1½ cents	25%
720a.	Fish, smoked or kippered (except fish packed in oil or in oil and other substances and except fish packed in air-tight containers weighing with their contents not more than 15 pounds each):		
	1. Salmon.ad val.	25%	25%
	2. Herring, whole or beheaded, but not further advanced. . .per lb.	25%	1½ cents
	3. Herring, eviscerated, split, skinned boned, or divided into portions. . .per lb.	25%	3 cents
	4. Cod, haddock, hake, pollock, and cusk, whole, or beheaded or eviscerated or both, but not further advanced (except that the vertebral column may be removed) . . .per lb.	25%	2½ cents
	5. Cod, haddock, hake, pollock, and cusk, filleted, skinned, boned, sliced, or divided into portions. . .per lb.	25%	3 cents
	6. Other fish.ad val.	25%	25%
720b.	Fish, prepared or preserved, not specially provided for, in immediate containers weighing with their contents not more than 15 pounds each.ad val.	25%	25%
	In bulk or in immediate containers, weighing with their contents more than 15 pounds each.per pound net weight	1½ cents	1½ cents
721a.	Crab meat, fresh or frozen (whether or not packed in ice), or prepared or preserved in any manner, including crab paste and crab sauce.ad val.	15%	15%
721b.	Clams, clam juice, or either in combination with other substances packed in air-tight containers.ad val.	Free	35%
721c.	Fish paste and fish sauce.ad val.	30%	30%
721d.	Caviar and other fish roe for food purposes:		
	Sturgeon.ad val.	30%	30%
	Other.per lb.	30%	20 cents
	Any of the foregoing roe, if boiled and packed in air-tight containers, whether or not in bouillon or sauce, shall be subject to a duty.ad val.	30%	30%
721e.	Oysters, oyster juice, or either in combination with other substances, packed in air-tight containers, including weight of the immediate container. . .per lb.	Free	8 cents
1756.	Sea herring, smelts, and tuna fish, fresh or frozen, whether or not packed in ice, and whether or not whole.	Free	Free
1761.	Shrimps, lobsters, and other shellfish, fresh or frozen (whether or not packed in ice), or prepared or preserved in any manner (including pastes and sauces), and not specially provided for.	Free	Free
1780.	Tankage, fish scrap, fish meal, cod-liver oil cake, and cod-liver oil cake meal, all the foregoing unfit for human consumption.	Free	Free

EXPORTS OF JAPANESE CANNED CRAB

H. SAWA, OFFICE OF THE COMMERCIAL SECRETARY

Tokyo, May 27, 1930.—According to a statement issued by the Japan Canned Crab Meat Association, exports of canned crab for the period from January 1 to May 10 amounted to 102,932 cases with a value of about \$2,000,000—an increase of 45,970 cases with a value of \$850,000 when compared with the same period in 1929.

The cause of the above increase is attributed mainly to the large quantity unsold and carried over from last year and also to a reduction in price, with an increasing demand from the United States.

The following table gives the quantity exported during 1929-30 and the countries of destination:—

	1930 Cases	1929 Cases
United States	73,158	31,528
Great Britain	17,170	15,907
France	3,785	600
Canada	3,187	966
Australia	2,672	3,984

IMPORT TRADE OF CHINA IN 1929

BRUCE A. MACDONALD, ASSISTANT TRADE COMMISSIONER

Shanghai, May 29, 1930.—Advance figures have just been obtained by this office covering the import trade of China for calendar year 1929.

The following table gives a comparison of the total imports from the five chief supplying countries and imports from Canada for the calendar years 1928 and 1929:—

Imports into China, Calendar Years 1928 and 1929

	1928 1,000 Hk. Tls. (1 Hk. Tl.= 71 cents gold)	1929 1,000 Hk. Tls. (1 Hk. Tl.= 64 cents gold)	Increase	Per Cent Inc. or Dec.
Total	1,210,002	1,281,321	71,319	+ 5.87
Hongkong	226,007	214,481	11,526	— 5.1
Great Britain	113,757	119,149	5,392	+ 4.74
Germany	55,697	67,076	11,379	+ 20.26
Japan	319,293	323,142	3,849	+ 1.2
United States	205,541	230,844	25,303	+ 12.31
Canada	16,373	38,477	22,104	+134.4

From the above it will be noted that Canada has the largest percentage increase (134.4), and ranks second in total increase with a gain of 22,104 Haikwan taels. Germany has the second largest percentage increase and the third largest total increase. The United States ranks first in total increase and third in percentage increase.

It should be remembered, however, that the above figures represent Haikwan taels, the former Chinese Customs unit, and that due to the decline in value of all China's currency units the increases indicated above are all either wholly or partially artificial. The average value of the Haikwan tael during the year 1928 was 71 cents gold; during 1929 it was 64 cents gold. This represents a depreciation of almost 10 per cent. When allowance is made for this it will be seen that China's total trade declined about 4 per cent instead of increasing by 5.87 per cent, and that the gains of Japan and Great Britain are turned into losses. A small gain would still be shown in the case of the United States, but official United States statistics show a decrease from G\$137,661,000

to G\$124,354,000 in exports from that country, and these figures probably provide a more accurate gauge than the Chinese Maritime Customs figures.

As a result, only Canada and Germany of the countries treated above are left with an actual gain in trade. In the case of Germany, this is due to progress made during the last few years in regaining her pre-war position in many lines such as dyes and chemicals, scientific instruments, and aircraft equipment.

That Canada's gain during the year is real is shown by the Bureau of Statistics' figures, which show that exports from the Dominion to China have increased from G\$16,967,000 in 1928 to G\$27,269,000 in 1929. However, this increase of approximately G\$10,000,000 in total trade is accounted for by the G\$10,000,000 increase in exports of wheat and flour, the combined value of which rose from G\$9,692,000 in 1928 to G\$20,093,000 in 1929.

It is encouraging to note, however, that Canada's exports other than flour and wheat held their own during the past year, the latter half of which marked the beginning of the unprecedented decline in silver exchange. The resulting adverse economic conditions have had the effect of drastically reducing all imports with the exception of absolute necessities.

BACON SITUATION IN NORTH OF ENGLAND

HARRY A. SCOTT, CANADIAN TRADE COMMISSIONER

Liverpool, June 7, 1930.—Canadian bacon is well liked throughout the North of England; in recent years prices ruling have made it increasingly difficult for packers to meet competition from Continental sources of supply, and exports from the Dominion have steadily fallen off to the point where there is little inducement to maintain even limited shipments to keep connections in the hope of more favourable conditions.

Figures showing arrivals of Canadian hog products at Liverpool during the last five years are:—

Year ending March 31	Boxes	Bales
1926.. . . .	69,575	39,377
1927.. . . .	39,905	40,201
1928.. . . .	24,917	31,215
1929.. . . .	13,767	14,462
1930.. . . .	17,740	8,109

There has been a further fall since the first of this year, as only 5,137 cases and 1,806 bales reached Liverpool from Canada during the period January 1 to May 31, 1930, as compared with 6,180 boxes and 3,649 bales during the corresponding months of last year. (The above figures of boxed meats, in addition to Cumberland cut and backs, include hams.)

Denmark, Holland, and Sweden are the main competitors of Canadian bacon, and all three sources have continued to ship heavily to this market. In the case of Denmark, weekly hog killings this year have been around 90,000 and during May reached an average of 98,000. Current prices for Danish bacon at approximately 95s. (\$23.11) per cwt. on spot Liverpool are roughly from 12s. (\$2.92) to 13s. (\$3.16) per cwt. below this time last year, and Dutch and Swedish at 90s. (\$21.89) show a similar reduction. While the cheaper classes of bacon such as Polish, Lithuanian, Latvian, and Russian have not been in such large supply, their competition has not been without its effect on the market as a whole.

As regards ham, prices for American cuts are from 14s. (\$3.40) to 15s. (\$3.65) per cwt. below this time last year. Canadian supplies have been much restricted during the past few months, and have been obtaining relatively higher prices whenever the domestic position in Canada has enabled packers to ship.

MARKET FOR SKATES IN LIVERPOOL

HARRY A. SCOTT, CANADIAN TRADE COMMISSIONER

Liverpool, June 6, 1930.—Except for brief periods usually once or twice during a winter, the facilities for outdoor skating in this part of England are definitely limited. During these periodical cold spells there is a rush demand for skates, and dealers usually experience difficulty in obtaining adequate supplies at short notice. As retail stores are unwilling to assume the risk of carrying large stocks, distributors must be in a position to obtain quick deliveries. A cheap skate, particularly of the spring type to fasten on ordinary shoes, is in popular demand for this class of trade; the business in recent years seems to have been taken care of by Continental manufacturers. During the abnormally cold spell in the winter of 1929 an exceptionally heavy demand developed for cheaper skates. The type of skates in popular demand for outdoor use is available at all prices from 2s. 6d. (60 cents) upwards. A popular line imported from Germany costs wholesale around 7s. (\$1.70), retailing at 10s. 6d. (\$2.55) each.

There is a better class of trade in the figure type of skates for use by English visitors to Continental resorts, and these are offered in a wide range of varieties by English and Continental manufacturers. One of the most popular types is made in Sweden. It is this style of skate that is largely used by patrons of the artificial ice rink in Manchester. A plan is in project for the erection of an artificial ice rink in Liverpool which is expected to be completed within the next six or eight months. When this rink is opened, it is anticipated that there will be substantially increased and much more regular demand for the better-quality skates of the figure type. Regular patrons will tend to buy their own equipment, and this should provide a demand for relatively high-quality skates, including those which are riveted or screwed to the boot. In addition to selling skates, the rink will rent them to patrons, so that these will necessarily have to be suitable for fastening on to ordinary shoes.

The rink is being designed mainly for the purpose of public skating, with no special provision for hockey games. There is accordingly little or no demand in this district for Canadian hockey or tube types of skates. Wholesale dealers are for the present well stocked to take care of the spasmodic outdoor demand.

CHAIR MARKET CONDITIONS IN THE NORTH OF ENGLAND

GERALD A. NEWMAN, ASSISTANT TRADE COMMISSIONER

Liverpool, June 3, 1930.—Very few Canadian chairs have been imported into this area during the past few years, and that although in design they are satisfactory; but the prices demanded are prohibitive as compared with those from Continental countries. Austria and Poland are the main sources of supply for bentwood chairs—a type which has the largest sale for general household purposes.

They are imported in various sizes and designs, but conform in their main features to a common plan; the legs are all braced with a circular hoop of wood, attached with screws and bolts; the seats, of embossed veneer, are either round or square, made up in sizes of 14½ and 16 inches, while the backs of the chairs are a continuation of the two hind legs, and are fastened at the top with a cross piece of bentwood bolted to the leg protection. An inverted "U"-shaped piece of bentwood with the top of the "U" fastened to the crosspiece and the two ends attached to the framework of the seat forms the central section of the chair back. The back may or may not be braced with an extra piece of

bentwood at two angles formed by the seat frame and the leg projections. The chair described above is recognized as a better seller than other designs of the same class. The cost of such chairs, without bracing, delivered to warehouse in this territory is about 4s. (97 cents) to 4s. 3d. (\$1.03) apiece, while chairs which are braced are slightly higher in price.

The three styles of bentwood chairs that are selling well are: (1) panel-back, 14½-inch circular veneered and embossed seat, without bracing, made in Poland, retail price 4s. 11d. (\$1.19); (2) the same type with bracing, price 5s. 6d. (\$1.33); and (3) 16-inch veneered and embossed seat, square or circular; braced, made in Austria, price 6s. 11d. (\$1.68). (An illustrated descriptive folder is on file at the Department of Trade and Commerce, Ottawa, and may be obtained on loan by any interested Canadian firm.)

Dining-room chairs, with the exception of a cheap import from Sweden, are made almost solely in the South of England. They are usually made up in oak frames with twisted pillars and legs, dowelled and screwed corner pieces and fitted with loose rexine seats. The price to wholesalers is about 10s. 6d. (\$2.55) apiece and they retail at about 15s. 9d. (\$3.83).

Small bedroom chairs with twisted rush or woven cane seats are also made in Southern England. They have a fair sale, the wholesale price being about 4s. 3d. (\$1.03) each. A very cheap German chair of similar design is also on this market. Owing to the greater variety of uses to which they can be put, all-cane are replacing the light bedroom chairs. A Lloyd loom woven chair sells wholesale at about 8s. 2d. (\$1.98) apiece. A seasonal interest is being taken in camp furniture, some of which is being imported from the United States.

In the furniture trade there is a considerable amount of interbuying between manufacturers. One Continental firm doing considerable business in light chairs has its own branch sales office in England, and carries stock in Hull, Liverpool, and London. This facilitates close attention to the pushing of sales, as well as quick delivery of orders.

Any Canadian firms interested in placing their products on this market are invited to communicate with the Canadian Trade Commissioner, Liverpool, at the same time submitting c.i.f. Liverpool prices along with catalogues.

DIRECT TRADE OF THE IRISH FREE STATE WITH CANADA

JOHN H. ENGLISH, CANADIAN TRADE COMMISSIONER

Dublin, June 6, 1930.—The trade of the Irish Free State for the calendar year 1929, as shown by the annual trade returns just published, increased in value from £106,157,000 in 1928 to £109,171,000. Imports totalled £61,392,000—an increase over 1928 of £1,450,000—while exports of Irish produce increased from £45,591,000 to £46,803,000.

Although a good deal of emphasis has been placed upon the desirability of fostering direct trade with other countries, no appreciable change has been recorded during the past year in this direction. Great Britain continues to supply approximately 68 per cent of the Free State's imported requirements. In 1929 the total value of imports from Great Britain was £41,762,000 as compared with £40,495,000 in 1928.

On the other hand, Great Britain still maintained her position as the chief market for Free State products, although the total for the year decreased slightly from £38,717,000 in 1928 to £38,420,000 last year. Nevertheless, approximately 82 per cent of all Irish exports were consigned to this country. If Northern Ireland were included with Great Britain it would be found that the total exports to these countries were equal to 93 per cent of the Free State's exports.

The following table shows the volume of trade between the Irish Free State and the principal trading countries for the years 1928 and 1929:—

Country	Imports into Irish Free State		Exports from Irish Free State	
	1928 £	1929 £	1928 £	1929 £
	1928	1929	1928	1929
Great Britain.. . . .	40,495,000	41,762,000	38,717,000	38,420,000
Northern Ireland.. . . .	6,152,000	6,117,000	5,148,000	5,045,000
Sweden.. . . .	516,000	554,000	705	23,000
Norway.. . . .	105,000	138,000	33,000	27,000
Germany.. . . .	1,841,000	1,550,000	276,000	332,000
Holland.. . . .	652,000	551,000	99,000	139,000
Belgium.. . . .	692,000	723,000	162,000	166,000
France.. . . .	446,000	405,000	102,000	181,000
Spain.. . . .	127,000	115,000	32,000	50,000
Australia.. . . .	153,000	368,000	22,700	177,000
Canada.. . . .	1,035,000	775,000	64,000	85,000
United States.. . . .	3,811,000	4,772,000	327,000	993,000
Argentina.. . . .	2,811,000	2,441,000	6,000	22,000

It will be seen from the above table that, aside from Great Britain and Northern Ireland, the Irish Free State drew its supplies in 1929 chiefly from the United States, Argentina, and Germany. The figures of imports, however, cannot be taken as an accurate indication of the direction of the trade, as a substantial volume of the imports shown as being consigned from Great Britain are in reality re-exports from that country to the Irish Free State.

TRADE WITH CANADA

For the year 1929 the direct imports from Canada decreased by £260,790 compared to 1928, but this was more than accounted for by the large diminution of the wheat and flour imports from Canada, amounting to £314,579. The following is a complete tabulation of the imports recorded as coming direct from Canada for the years 1928 and 1929:—

Irish Free State Imports from Canada

Article	Quantity		Value	
	1928	1929	1928 £	1929 £
Wheat.. . . .Cwt.	829,340	527,565	490,152	298,730
Barley.. . . .Cwt.	38,966	77,076	19,368	32,048
Oats.. . . .Cwt.	17,120	11,280	9,917	4,089
Maize.. . . .Cwt.	.....	47,065	.....	21,615
Wheaten flour.. . . .Cwt.	441,046	308,121	349,981	226,824
Oat products.. . . .Cwt.	8,684	6,654	11,088	10,651
Other food.. . . .	.....	.....	9,075	13,742
Photographic paper, plates and films.. . . .	.....	.....	.....	11,419
Wood and timber deals, planks and boards.. . . .Load	14,749	20,025	74,108	99,438
Sleepers.. . . .Load	2,501	.....	10,846	.....
Other wood and manufactures.. . . .	.....	.....	17,399	15,562
Outer covers, motor car.. .No.	8,791	841	14,868	1,984
Paper and manufactures..Cwt.	9,931	21,914	7,844	14,160
Soap.. . . .Cwt.	1,949	408	7,691	2,917
Medicines and med. preps.. . .	.....	.....	1,159	8,311
Other articles.. . . .	.....	.....	11,931	13,147
Total.. . . .	.....	.....	1,035,427	774,637

COMMENTS ON SPECIFIC COMMODITIES

Bacon.—Although a large producer herself, the Irish Free State last year imported bacon to the value of £1,610,119, of which 10,420 cwt. valued at £43,278 came from the United States. No direct shipments were received from Canada, although there appeared to be excellent prospects of good sales owing to an unusual shortage of bacon hogs in Ireland.

Wheat.—Imports of wheat increased during the year from £2,912,809 to £3,186,842. The quantity increased by 1,000,000 cwt., but receipts from Canada dropped by 300,000 cwt. The fact that other wheats were obtainable at prices lower than those being asked for Canadian is the reason for the large decrease in imports from Canada.

Flour.—The situation with regard to wheat flour is slightly different. Total imports were practically stationary at 3,112,567 cwt. (£2,438,734), but the tendency appears to be to increase Irish production to such a point that it will take care of all the home requirements. A large English milling concern have recently acquired an important mill in Limerick. The general outlook for Canadian flour is not entirely favourable. Imports from the Dominion decreased from £349,981 to £226,824, while from the United States they increased slightly from £104,849 to £118,806.

Paper and Manufactures.—Imports of paper of all kinds, including wrapping, news, cardboard, etc., totalled £1,161,482 in 1929—practically the same as in 1928. Slightly over half the total was imported from Great Britain, while the other principal sources of supply were Germany, Sweden, Canada, Holland, and the United States. Imports from Canada were made up chiefly of cardboard for boxmaking, etc.

No newsprint is produced in the Free State, so that the importation of 266,236 cwt. in 1929 valued at £177,481 would indicate the annual market consumption. Little Canadian newsprint has come in during recent years.

Wood and Timber.—Timber of all kinds other than that prepared for box-making, etc., was imported in 1929 to the value of £996,005, as against £929,520 in 1928. Imports included chiefly deals, planks, and boards (£421,489); flooring (£157,147); staves (£28,329); sleepers (railway) (£46,385). Sources of supply were Latvia, Sweden, Norway, Germany, Czechoslovakia, Poland, Finland, the United States, and Canada. Imports from the United States were valued at £92,398, while those from Canada in 1929 totalled \$99,438. The low prices being quoted by Scanadinavian producers are largely responsible for the decline in shipments from Canada, although Canadian lumber is often preferred owing to the fact that it is well sawn and finished.

Canned Fish.—This item refers principally to canned salmon, lobster, crab, etc. Imports in 1928 totalled 11,516 cwt. valued at £76,215, and in 1929, 14,186 cwt. valued at £91,250. In both years imports were chiefly from Great Britain, while the United States is indicated as having shipped direct to this market 665 cwt. valued at £3,039 in 1928 and 1,712 cwt. valued at £9,553 in 1929. Canadian salmon is on the market, but practically all the shipments come from stocks in or routed via Great Britain, and are therefore not shown in the trade statistics.

CHANGES IN THE CONSULAR LIST

The following changes in the Consular List have been notified by the Department of External Affairs at Ottawa:

Mr. Sentaro Yedo has been appointed Consul of Japan at Vancouver vice Mr. T. Fukuma; Mr. M. Polet, Consul of Belgium at Edmonton, has been suspended from the exercise of his consular functions; and the Green Consular Agency at Vancouver has been abolished.

REVIEW OF AUSTRALIAN TRADE, 1928-29

D. H. ROSS, CANADIAN TRADE COMMISSIONER

V. Importations of Interest to Canada—Continued

TOTAL IMPORTATIONS OF FISH INTO AUSTRALIA, 1928-29

The figures relating to the extent and values of the imports of fish into Australia during the year 1928-29, with those of the previous year, are recapitulated thus:—

	1927-28		1928-29	
	Quantity Pounds	Value £	Quantity Pounds	Value £
Fresh, or preserved by cold process	8,493,488	232,894	8,160,958	221,999
Potted, concentrated and caviare . . . . .	.....	148,424	.....	158,797
Preserved in tins or other air-tight vessels	23,496,685	1,141,493	28,266,411	1,265,510
Smoked or dried (not salted)	826,173	30,722	804,754	26,908
	Cwt.		Cwt.	
Unspecified fish, n.e.i.	6,139	21,001	6,822	21,522
Oysters in the shell (from New Zealand)	1,488	1,157	1,308	958
Total values 1927-28 and 1928-29		£1,575,691		£1,695,694
Total value 1927-28 . . . . .		.....		1,575,691
Increase of imports in 1928-29 . . . .		.....		£ 120,003

IMPORTS OF FISH FROM CANADA

To illustrate the trend of the Australian importations from Canada in 1928-29 as compared with 1927-28, the following table has been compiled:—

	1927-28	1928-29	Inc. or Dec.
Fish, fresh or cold process	£ 3,507	£ 2,372	—£ 1,135
Fish, preserved in tins	408,207	487,289	+ 79,082
Fish, smoked or dried	200	250	+ 50
Fish, unspecified	2,363	886	— 1,477
	£414,277	£490,797	+ £76,520

AUSTRALIAN IMPORTS OF CANNED FISH

The varieties, quantities, and values of Australian importations of canned fish in 1927-28 and 1928-29, with principal countries of origin, are for general information submitted herewith:—

	1927-28		1928-29	
	Quantity Lbs.	Value £	Quantity Lbs.	Value £
Herrings—				
Total imports	4,273,320	116,014	4,476,796	144,075
United Kingdom	4,111,194	109,050	4,328,364	108,064
Canada	19,697	713	24,219	603
Norway	111,454	4,740	106,118	4,283
Portugal	1,250	127	.....	.....
United States	5,692	384	12,048	624
Salmon—				
Total imports	11,240,650	554,500	16,961,011	754,525
United Kingdom	18,376	556	14,965	398
Canada	8,081,474	385,789	10,743,016	460,250
Alaska	573,897	32,578	566,885	26,644
Japan	1,992	147	101,677	5,882
Norway	11,085	647	24,214	1,540
Russia	122,673	9,703	679,800	37,143
United States	2,428,524	124,905	4,828,870	222,525
Sardines—				
Total imports	2,950,859	183,382	2,237,511	122,185
United Kingdom	213,983	12,639	226,313	12,333
Canada	9,700	338	41,477	1,670
France	24,032	2,348	12,239	1,204
Italy	12,779	1,145	20,074	1,500
Norway	2,390,367	138,829	1,842,459	99,065
Portugal	252,596	24,923	70,683	5,043
Sweden	33,092	2,433	17,863	1,014
United States	10,428	422	2,685	69

AUSTRALIAN IMPORTS OF CANNED FISH—*Concluded*

	1927-28		1928-29	
	Quantity Lbs.	Value £	Quantity Lbs.	Value £
Other Canned Fish—				
Total imports.. . . .	5,031,856	287,597	4,591,093	274,725
United Kingdom.. . . .	700,085	29,048	496,581	21,638
Canada	671,736	21,367	762,311	24,766
New Zealand	250,463	17,855	139,433	18,852
South African Union	104,626	8,276	114,521	7,771
Alaska.. . . .	15,844	793	4,800	231
China.. . . .	150,111	10,528	168,088	7,230
France	9,810	1,926	11,424	1,564
Italy	35,260	3,495	39,750	3,362
Japan	669,027	53,689	998,289	82,708
Norway	1,985,085	116,645	1,464,596	83,020
Portugal.. . . .	10,485	1,011	991	102
Sweden	29,798	1,551	32,555	1,254
United States	366,720	19,572	392,688	20,027

In 1928-29 the imports of canned fish from the United States and Alaska combined were 5,808,936 pounds valued at £270,226, as compared with 11,571,023 pounds valued at £487,289 from Canada.

AUSTRALIAN IMPORTS OF TIMBER

From year to year, caused by financial and other conditions, the Australian demand for oversea timber varies considerably. In 1925-26 the total importations of timber into Australia were valued at £5,034,139; in 1926-27, at £4,541,393; in 1927-28, at £4,698,867; and in 1928-29, at £3,913,188. The reduction of £785,679 in the value of timber imported in 1928-29, compared with the previous year, indicates contraction in building operations, which figures will be more accentuated in 1929-30.

The Australian importations of timber according to countries of origin during the last two fiscal years are shown thus:—

Countries of Origin	1927-28	1928-29
United Kingdom.. . . .	£ 16,982	£ 10,799
Canada	336,064	177,974
India	17,252	14,269
New Zealand	436,648	484,856
Other British possessions	18,720	32,781
Japan	165,149	146,619
Norway	261,865	397,873
Philippine Islands	59,614	60,056
Sweden	543,317	324,390
United States	2,762,719	2,230,954
Other foreign countries	80,537	32,617
	<hr/> £4,698,867	<hr/> £3,913,188

The trend of the importations from Canada and the United States is shown thus:—

Imports of Timber	1926-27	1927-28	1928-29
From Canada	£ 204,904	£ 336,064	£ 177,974
From United States.. . . .	2,467,182	2,762,719	2,230,954

ALTERATION IN CUSTOMS DUTIES ON TIMBER

Convened early this month (May, 1930), at the request of the Commonwealth Government, the Tariff Board held a private conference attended by delegates from all Australian States, representing both the Australian timber industry and importers of timber from oversea.

It can be assumed that producers of domestic timber stressed the deplorable condition of their industry through many mills having, through lack of demand, been closed, thus causing much reduced output and increasing unem-

ployment. The customs duties—substantially increased in recent years—have not apparently brought Australian saw-mills the relief anticipated. It is, however, obvious that if the duties are further increased the cost of building will correspondingly advance, as imported soft woods cannot in many structures be substituted by local hardwoods.

[Revised rates of duty on timber, received by cable, effective from June 20, are published on page 1008 of this issue.]

Representations on behalf of Canadian timber were made by this office to the Tariff Board—in addition to those submitted some time ago to the Acting Minister of Customs—but, at this writing, no publicity has been given to the recommendations submitted to the Government which will probably cause some alterations in the rates of duty.

AUSTRALIAN IMPORTS OF ARTICLES OF WOOD

This miscellaneous classification includes laths, pickets, staves, plywood, split pulleys, tool handles, doors, picture frames, etc., wholly or partly finished. The imports from Canada in 1928-29 were approximately £11,000. The wood products imported from all countries of interest to Canadian manufacturers are appended thus:—

Country of Origin	1927-28	1928-29
Architraves, skirtings, etc.	£ 6,426	£ 7,336
Timber, bent or cut to snape	6,565	5,497
Hickory, undressed	2,280	4,729
Laths	22,954	10,604
Pickets, undressed	310	97
Plywood, veneered or otherwise	147,953	171,218
Shingles	4,798	7,124
Hickory spokes, dressed	708	1,020
Staves, dressed	134,962	30,583
Staves, undressed	29,142	10,994
Veneers	15,017	31,277
Broom stocks	66	....
Casks and vats	7,682	2,774
Brushmakers' woodware	1,370	1,819
Buckets and tubs	118	79
Clothes pegs	796	1,124
Doors, including screen	26,695	4,405
Tool handles (axe, etc.)	58,498	62,244
Hubs, elm	204	281
Incubators	7,596	11,428
Last blocks, rough	8,301	9,938
Lasts and trees	2,747	2,070
Oars and sculls	4,165	4,145
Picture and room mouldings	3,449	2,675
Rims and fellows, hickory	701	831
Shafts, poles, and bars	52	22
Shooks	2,781	265
Wood wool	2,113	2,304
Wood articles (unclassified)	228,450	217,867

AUSTRALIAN IMPORTATION OF FURNITURE

The classification of furniture includes a wide range of goods, some not strictly confined to furniture in the ordinary acceptance of that description, but the importations in normal years from Canada and the United States are chiefly of special refrigerators (making their own ice); office equipment such as desks and filing cabinets; blind rollers; and sundries for household use.

In 1928 there were 849 factories in Australia employing 10,769 operatives, which produced furniture to the value of £5,905,924 from native woods of excellent character as well as, in the cheaper types, from imported timber.

Excluding articles of wicker and bamboo, the total imports of furniture into Australia, together with the principal countries of origin, are given in the following table:—

Country of Origin	1926-27	1927-28	1928-29
United Kingdom	£ 72,550	£100,088	£103,941
Canada	902	2,478	2,283
Austria	479	1,779	710
Belgium	2,381	3,073	1,305
China	4,993	4,773	4,169
France	6,137	9,654	8,943
Germany	7,638	13,352	19,302
Italy	989	3,545	402
Japan	6,962	3,872	2,815
Sweden	6,159	6,677	6,626
Switzerland	669	1,500	1,124
United States	78,506	119,577	98,323
Other countries	4,257	4,230	4,107
Total imports	£192,622	£274,598	£254,050

AUSTRALIAN IMPORTATION OF ORGANS AND HARMONIUMS

In comparison with £22,681 in 1927-28, in 1929-30 pipe organs and parts, including metal pipes, were imported into Australia to the value of £47,182, of which the United Kingdom supplied £13,541; Germany, £2,071; and the United States, £31,313. Some Australian manufacturers have earned a reputation for building pipe organs chiefly of imported parts. An English company in 1928 supplied one of the largest organs in Australia for the Melbourne Town Hall, the installation of which cost over £35,000.

The importation of ordinary household organs and small church organs has been steadily decreasing in recent years. In 1928-29 they were only 139 in number of a value of £4,085, of which Canada supplied 30 (£1,175); Germany, 6 (£488); and the United States, 91 (£1,882).

AUSTRALIAN IMPORTATION OF PIANOS

In 1928-29, as compared with the previous year, the Australian importation of upright and grand pianos decreased by 916 in number and £35,340 in value.

The importations during the last two fiscal years, showing the number of instruments and the value from each country, are appended:—

Australian Importations of Upright Pianos

Country of Origin	1927-28		1928-29	
	No.	£	No.	£
United Kingdom	316	18,019	348	19,266
Canada	19	1,038	....	....
Czechoslovakia	15	630	6	235
Germany	1,477	68,686	682	35,657
United States	246	11,450	68	3,285
Other countries	1	68	....	....
Total	2,074	99,891	1,104	58,443

Australian Importations of Grand and Semi-Grand Pianos

Country of Origin	1927-28		1928-29	
	No.	£	No.	£
United Kingdom	22	2,431	63	6,928
Germany	116	13,834	134	15,248
United States	10	1,631	7	1,706
Other countries	4	217	2	339
Total	152	18,113	206	24,221

PLAYER-PIANO IMPORTATIONS IN AUSTRALIA

The marked decrease in Australian importations of upright and grand player pianos from the record figures of 1926-27 is illustrated thus:—

1926-27	13,759 instruments valued at	£880,404
1928-29	3,822 instruments valued at	275,376
Decrease	9,937 instruments valued at	£605,028

In recent months forced sales of players, mostly exported to Australia on a consignment basis, have depressed the regular trade and disorganized prices, but the increased fixed, or specific, customs duties have had a distinct bearing upon the position.

The recent importations are shown thus:—

Australian Importations of Upright Player-Pianos

Country of Origin	1927-28		1928-29	
	No.	£	No.	£
United Kingdom	252	19,795	336	28,739
Canada	110	6,831	60	3,727
Czechoslovakia	19	1,547	2	177
Germany	1,602	127,722	628	56,814
United States	6,397	387,133	2,761	178,462
Other countries	2	280	3	321
	8,382	543,308	3,790	268,240

Australian Importations of Grand Player-Pianos

Country of Origin	1927-28		1928-29	
	No.	£	No.	£
United Kingdom	18	4,500	7	1,481
Germany	15	3,252	10	2,058
United States	31	5,913	15	3,597
	64	13,665	32	7,136

PIANO PARTS AND ACCESSORIES

Several Australian companies, some established for many years, are manufacturing pianos and players in which, to some extent, imported parts are embodied. The total imports into Australia under these classifications in 1928-29 were valued at £17,691, of which the United Kingdom supplied £859; Canada, £6,582; Germany, £437; and the United States, £9,809.

Player-piano records were also imported to the value of £2,889, of which the principal sources of supply were the United Kingdom (£926), Germany (£363), and the United States (£1,596). These records are now largely manufactured in Australia.

AUSTRALIAN IMPORTATIONS OF RUBBER FOOTWEAR

The values of rubber footwear imported into Australia during the past two years were as follows:—

	1927-28	1928-29
Goloshes, sand shoes, etc.	£55,925	£33,812
Gum and wading boots	28,575	41,539
	£84,500	£75,351

In goloshes (rubbers) and sand shoes Canada is credited with £18,508, the United Kingdom with £2,695, and the United States with £10,460. The sources of supply for gum and wading boots were the United Kingdom (£1,957), the United States (£23,676), and Canada (£15,895).

AUSTRALIAN IMPORTS OF RUBBER GOODS FROM CANADA

	1927-28	1928-29	Inc. or Dec.
Boot and apparel elastics	£ 159	£ 1,087	+£ 928
Floor coverings	323	341	+ 18
Surgical gloves, etc.	1,755	1,303	— 452
Tire covers	124,409	31,023	— 93,386
Tire tubes	25,424	1,304	— 24,120
Tires, solid	719	14	— 705
Other rubber goods	3,214	6,380	+ 3,166
	£156,003	£41,452	—£114,551

AUSTRALIAN IMPORTS OF RUBBER AND RUBBER GOODS

The total imports of mechanical rubber goods (excluding waterproof cloth, belting, tires and tubes, surgical goods, footwear and elastics) into Australia in 1928-29 were valued at £321,892. The chief countries of origin were the United Kingdom (£131,843), the United States (£156,567), Germany (£16,994), Canada (£6,380), and France (£3,424).

The total importations of rubber tires and tubes in 1928-29 were valued at £443,132 as compared with £1,082,640 in 1927-28, showing the large contraction of £639,508. In 1928-29 the principal sources of supply were the United States (£142,669), France (£112,325), the United Kingdom (£83,023), Italy (£67,165), Canada (£32,341), and Belgium (£2,419).

The three leading Australian rubber manufacturing companies have recently amalgamated, and the advent of a large branch factory associated with a Canadian factory at Sydney has, with the high customs duties, as anticipated in a previous review, contributed to the reduction in the value of imports from Canada and other countries.

The imports in 1928-29 of crude rubber, rubber waste, and masticated rubber were valued at £1,361,544. The principal sources of supply were British Malaya (£841,379), Ceylon (£263,629), Netherlands East Indies (£204,428), Papua (£19,626), United States (£19,269), and the United Kingdom (£7,849).

The imports of boot and apparel elastic were valued at £337,602, of which the United Kingdom supplied £144,081; the United States, £114,932; Germany, £43,422; Malaya (British), £8,470; Austria, £5,034; Czechoslovakia, £4,782; Netherlands East Indies, £3,886; and Canada, £1,087.

AUSTRALIAN IMPORTS OF LEATHER AND OTHER FOOTWEAR (NOT RUBBER)

	1927-28	1928-29
Boots, shoes, slippers, etc.	£299,759	£292,324
Ladies footwear, textile uppers	13,450	17,708
Other footwear	18,261	26,951
Slipper forms and goods for boots	63,603	70,132
Uppers and tops, soles, etc.	8,456	7,696
	<hr/> £403,529	<hr/> £414,811

The principal sources of supply of leather boots, shoes, and slippers in 1928-29 were the United Kingdom (£169,380), the United States (£42,333), Switzerland (£37,729), Czechoslovakia (£15,669), France (£9,170), Austria (£4,832), Belgium (£3,401), and Canada (£685).

In ladies' footwear with textile uppers, the United Kingdom (£6,503), Switzerland (£4,347), and Czechoslovakia (£1,044) were the chief sources of the imports, with small quantities from France and the United States. Other footwear was supplied by Switzerland (£15,838), the United Kingdom (£6,103), Czechoslovakia (£1,855), Japan (£1,142), and the United States (£925).

In slipper forms and goods for boots and shoes, the United States supplied £46,518; the United Kingdom, £19,183; France, £2,265; and Germany, £1,287. The supplies of uppers, tops and soles, as heretofore, came also entirely from the United Kingdom.

The boot and shoe industry is so well established in the Commonwealth that it now supplies the bulk of domestic requirements. Competition is very keen, and quite a number of factories have closed and others are not working to capacity. Excluding ladies' high-class footwear of fashion, and some exclusive lines of men's wear, the importations are not likely to show any marked expansion.

AUSTRALIAN IMPORTS OF BELTING

The appended comparative returns illustrate the Australian imports of belting during the last two fiscal years:—

Canvas and Composition—	1927-28	1928-29
Total imports	£64,015	£78,788
United Kingdom	39,289	44,700
Canada	964	647
United States	23,359	33,201
Leather—		
Total imports	19,428	16,042
United Kingdom	10,331	9,871
Canada	152	110
United States	8,226	4,755
Germany	272	360
Rubber—		
Total imports	14,766	10,030
United Kingdom	2,084	1,701
Canada	2,934	2,359
United States	9,747	5,525

TRINIDAD GOVERNMENT ASSISTANCE TO SUGAR INDUSTRY

R. T. YOUNG, CANADIAN TRADE COMMISSIONER

Port of Spain, June 6, 1930.—The Government of Trinidad having decided upon the necessity of rendering financial aid to the sugar industry of the colony, have made provision for a grant from surplus funds to the extent of £2 per ton of sugar exported during the year 1930, with the purpose of assisting the industry in the following year. This relief takes the form of a loan to factory owners provided they agree to carry on until next year, and continue their present obligation of paying to cane farmers a fixed minimum price of 12s. per ton for canes during the crop season of 1931, and further agree to make no reduction in the wages of labourers before January 30 of that year. Certain other conditions are imposed; namely, that in the event of the average selling price of 96 degrees grey crystals falling below £10 10s. f.o.b., the minimum price paid to farmers may be reduced at the rate of 6d. for every 10s. below that figure, and that in the event of the f.o.b. price exceeding £15 per ton, the additional bonus payable to cane farmers may be reduced by one-third.

This loan is to be made a first charge on the properties of factory owners subject to existing mortgages and yearly crop advances. Methods of repayment of the loan are based on the expectation that the f.o.b. price of sugar of 96 degrees test will within the period of operation of the scheme exceed £14 per ton, when repayment shall be made at the rate of half the difference between that sum and the figure realized, and on the basis of the total amount of sugar produced. No interest is to be charged on the loan unless and until such times as the f.o.b. price of sugar is £15 per ton, when interest will be payable at the rate of 5 per cent per annum on the unpaid portion of the loan during any year when £15 per ton and above is the average price. These prices are to be determined by the figures furnished by Messrs. Czarnikov & Co., and to cover the average period of January 1 to June 30 each year. The period for the repayment of this loan is limited to fifteen years, after which the principal and interest outstanding shall be payable.

As a further aid to the industry, and with the hope of increasing the local consumption of sugar manufactured within the colony, the duties on refined sugars, as recorded in *Commercial Intelligence Journal* No. 1375 (page 880), have been increased, and it is anticipated that the increased taxation will yield additional revenue to the extent of £17,700 per annum.

The consumption of refined sugar in Trinidad was approximately 3,109,000 pounds in 1928 and 3,212,000 pounds in 1929, and it is not believed that the increase in duty will substantially affect consumption of imported sugar, since the people who desire it can well afford, it is thought, the increased burden (about 4 cents per pound). The Customs Department estimate of revenue to be obtained under the new duties is based on a consumption of 3,000,000 pounds.

Practically all the refined sugar imported into Trinidad comes from Canada. Of the 4,104,758 pounds valued at £37,959 imported in 1929, 4,091,273 pounds valued at £37,771 were credited to the Dominion.

POINTS FOR EXPORTERS TO THE WEST INDIES (EASTERN GROUP) AND BRITISH GUIANA

R. T. YOUNG, CANADIAN TRADE COMMISSIONER, PORT OF SPAIN, TRINIDAD

COMPARISON OF AREAS

	Area in Sq. Miles	Population
Canada	3,697,123	9,364,200
United States	3,026,789	117,823,165
West Indies—		
Leeward Islands—		
British Virgin Isles	58	5,090
St. Kitts	65	18,770
Nevis	50	12,414
Anguilla	35	4,669
Antigua and dependencies	170	30,992
Montserrat	32	11,673
Dominica	305	41,051
Martinique	637	185,385
Gauadeloupe	619	229,822
Windward Islands—		
St. Lucia	233	56,068
St. Vincent	198	50,770
Grenada and Carriacou	133	80,413
Barbados	166	168,299
Trinidad	1,826	391,705
British Guiana	90,000	308,473
Total	94,563	1,595,594

MILEAGE TABLE: DISTANCES FROM CANADIAN PORTS

Saint John (N.B.)												
295	Halifax (N.S.)											
801	753	Bermuda										
1736	1688	935	St. Kitts									
1748	1702	947	12	Nevis								
1797	1749	994	59	47	Antigua							
1835	1787	1032	97	85	38	Montserrat						
1932	1884	1129	194	182	135	97	Dominica					
2014	1966	1211	276	264	217	179	82	St. Lucia				
2129	2081	1326	391	379	332	294	197	115	Barbados			
2225	2177	1422	487	475	428	390	293	211	96	St. Vincent		
2299	2251	1496	561	549	502	464	367	285	174	74	Grenada	
2396	2348	1593	658	646	599	561	464	382	271	191	97	Trinidad
2760	2712	1957	1022	1010	963	925	561	746	635	555	461	364 Demerara

GEOGRAPHICAL POSITION

The West Indian Islands lie between 10° and 27° North latitude, and 59° 30' and 85° West longitude. They extend in a semi-circle from the east of Florida to the east coast of South America, enclosing the Caribbean Sea.

The eastward group or the Lesser Antilles consist of the Leeward and Windward Islands, but these terms are used to-day in a political sense only. Included in the British colony of the Leeward Islands are the presidencies of

Antigua, Dominica, St. Kitts, Nevis, and the Virgin Islands, while the Windward Islands consist of the colonies of Grenada, St. Lucia, and St. Vincent. Barbados, lying farther to the east, is a separate colony, as is Trinidad and Tobago lying off the northeast coast of South America, while the French colonies consist of the islands of Guadeloupe and Martinique, which lie within the Leeward group. British Guiana is situated between 1° and 9° North latitude, and 57° and 61° West longitude, on the northeast coast of South America, to the southwest of the West Indian Islands.

TOPOGRAPHY

The West Indian Islands are partly volcanic and partly of coral formation, many of the land-locked harbours being the craters of extinct volcanoes. The islands are understood to be peaks of a submerged range of mountains known as the Caribbean Andes. There are two dormant volcanoes in Martinique and St. Vincent. Barbados, which lies much farther to the east than the other groups of islands, is of coral formation, with the exception of the northern end of the island, which is volcanic.

CLIMATE

All the islands are within the tropics, and climatic conditions vary according to the latitude from sub-tropical in the more northern sections to fully tropical in Trinidad and British Guiana. As a whole, it is healthy throughout the year, and in many of the islands salubrious, particularly during the winter months. The rainy season sets in about June and lasts until the end of the year, but the days when the sun does not shine are rare, and it is almost impossible to predict when rain is coming. With the exception of Trinidad and Grenada, the islands are subject to hurricanes in August, September, and October.

MANUFACTURING INDUSTRIES

None of the colonies of the eastern group can lay claim to any manufacturing industries except the making of raw sugar and molasses, with the exception of Trinidad, where the world-famous Angostura bitters are manufactured and petroleum is refined.

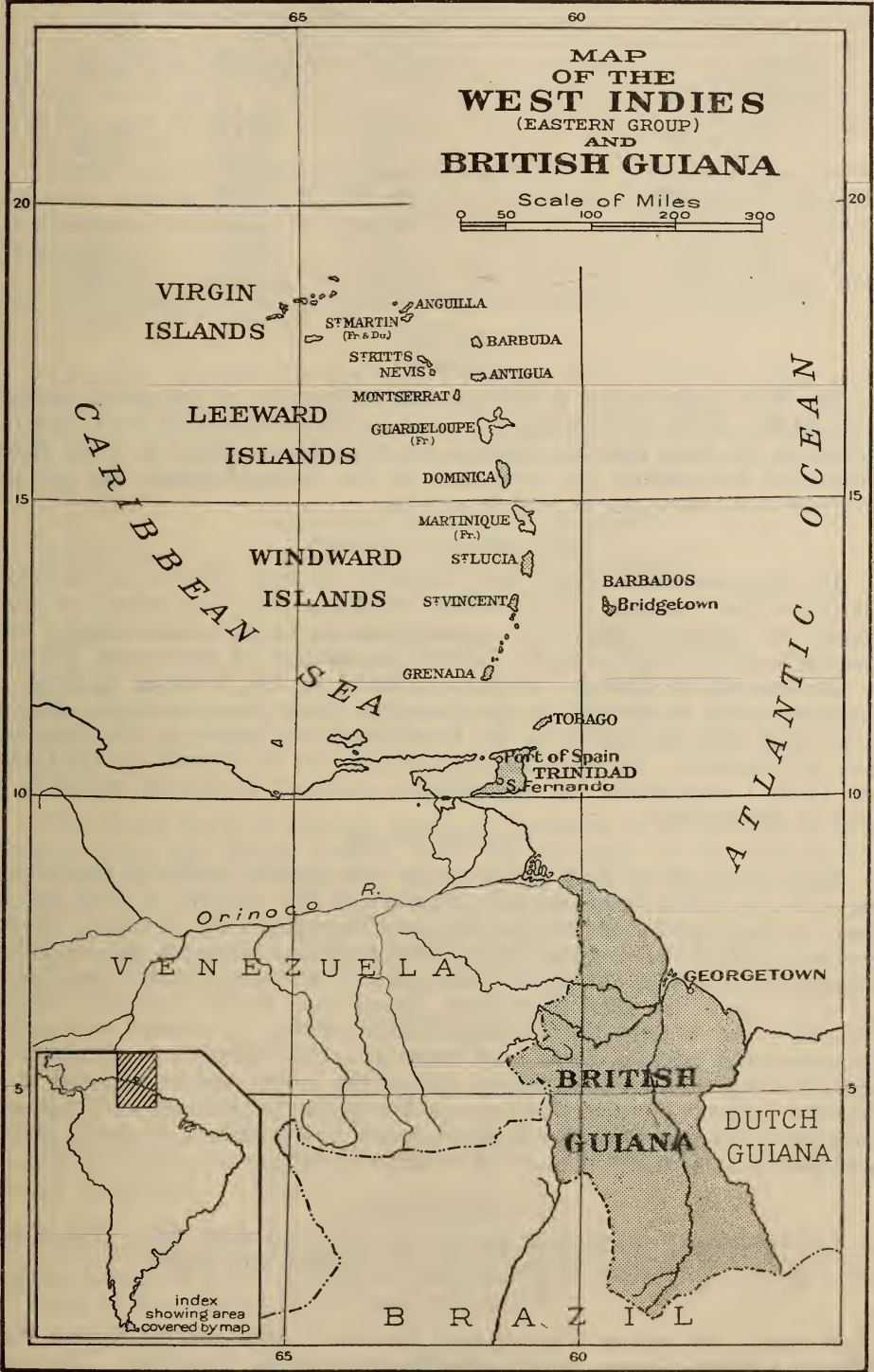
PRIMARY INDUSTRIES

The cultivation of sugar-cane and cocoa are the primary industries of these islands, while the growing of sea-island cotton, arrowroot and spices, particularly in Grenada and St. Vincent, are secondary industries. In Trinidad the production of petroleum is a large and growing industry. At the present time production amounts to over 7,500,000 barrels per annum. The oil is also refined within the colony for export and local consumption, while the production of asphalt, both crude and refined, from the world-famous asphalt or pitch lake is an important industry.

Cultivation of grapefruit, oranges, limes, and vegetables is on the increase in Trinidad, Grenada, Antigua, and St. Kitts for export to Canada.

IMPORTING CENTRES

The chief importing centres of the British West Indies are Port of Spain, Trinidad, and Bridgetown, Barbados, while Georgetown, Demerara, serves the mainland colony of British Guiana. In the French West Indies the principal towns and distributing centres are Fort de France, Martinique, and Pointe à Pitre, Guadeloupe. Each of the smaller islands also imports direct, but the above are the principal markets.



IMPORT TRADE

	(Latest figures available. £1=\$4.80)		
	1926	1927	1928
Barbados	£ 2,153,167	£ 2,278,243	£ 2,349,159
Trinidad	4,407,074	5,082,871	5,279,535
Leeward Islands—			
Antigua	215,335	264,418	.....
St. Kitts Nevis	366,573	329,418	130,561
Montserrat	64,905	63,200	66,434
Dominica	164,884	168,630	178,603
Virgin Islands	32,317	28,650	.....
Windward Islands—			
Grenada	385,483	415,607	429,279
St. Lucia	252,236	228,845	242,053
St. Vincent	203,606	172,097	192,466
British Guiana	2,598,927	2,470,818	2,470,926
	£10,845,507	£11,502,797	£11,339,016

CURRENCY

The West Indies dollar is equal to 100 halfpennies, or one pound sterling equals \$4.80. Rates of exchange are based on the London-New York rate for sterling, on the basis that the pound in the West Indies money is worth \$4.80. Commercial transactions are conducted on the decimal system, but all the Government accounts are in pounds sterling.

WEST INDIAN IMPORTERS

The Department of Trade and Commerce, Ottawa, has on file considerable information relating to the principal importing firms throughout the West Indies. An Importers' Directory is maintained in the Canadian Trade Commissioner's office at Port of Spain, Trinidad, a duplicate of which is on file with the Department at Ottawa. Inquiries relating to the financial standing of importers should be directed to the Canadian Trade Commissioner's office or to the head office in Canada of the Royal Bank of Canada or the Canadian Bank of Commerce. No financial responsibility can be assumed by the Canadian Trade Commissioner for any opinions expressed concerning importers or others in the territory.

CUSTOMS DUTIES

Each colony in the West Indies has its own customs tariff and regulations, and while, generally speaking, they are more or less uniform, it must not be taken for granted that duties are the same throughout the territory. Under the Canada-West Indies Agreement of 1925 various preferences are granted to Canadian as compared with non-British goods. Invoices and certificates of value and origin are of the abbreviated form agreed upon by the Imperial Customs Conference, and in order that Canadian goods entering the country may obtain the preferential rates of duties they must be accompanied by a certificate of origin showing that at least 25 per cent of the labour and/or material is of Canadian origin. Copies of these are on file at the Department of Trade and Commerce, Ottawa. Duty is calculated on the f.o.b. value of the goods, except in British Guiana, where it is levied on the c.i.f. value.

CATALOGUES

Catalogues and advertising matter are admitted duty free. The Trade Commissioner's office in Trinidad should be supplied with copies.

PARCEL POST

A parcel post service is maintained between Canada and the British West Indies and British Guiana both by direct service and by New York. The postage rate for such parcels forwarded by direct service is 12 cents for each pound 20 are published on page 1008, of this issue.]

or fraction thereof up to 10 pounds; over 10 pounds and up to 15 pounds the rate is \$1.50; over 15 pounds and up to 20 pounds the rate is \$2, except in the case of Grenada and St. Lucia, for which the limit of weight is still 15 pounds. For parcels forwarded via New York the rate is 19 cents for each pound or fraction thereof up to 10 pounds; over 10 pounds and up to 15 pounds the rate is \$2.50; over 15 pounds and up to 20 pounds the rate is \$3, Grenada and St. Lucia included.

Parcel post for Guadeloupe is accepted for transmission via New York at the same rates as parcels for the British West Indies. The limit of weight is 11 pounds. Parcel post for Martinique is transmissible only via England or France.

There is no c.o.d. service in connection with parcel post between Canada and the British West Indies, British Guiana, Martinique, or Guadeloupe.

PASSPORTS

Canadian passports are not required except in the French islands, and in the case of Canadians returning to Canada via a United States port, when an "in transit" certificate must be obtained from the United States consul. A head tax of \$8 must be paid to the steamship company, which is refunded on leaving the United States.

COMMERCIAL TRAVELLERS' LICENSES

Direct travelling representatives do not require licences.

MANUFACTURERS' AGENT

Manufacturers' and commission agents are located in all the principal trading centres. In order to obtain business an exporter should be represented by a local agent. Care should be exercised in appointing such, and any one soliciting agencies should be carefully investigated. The usual rate of commission for staples ranges from 2½ per cent to 5 per cent; for specialty lines the rate is higher.

BANKS

The Royal Bank of Canada maintains branches in all the islands of the Eastern group and British Guiana, with the exception of St. Vincent, while the Canadian Bank of Commerce has offices in Port of Spain, Trinidad, and Bridgetown, Barbados. Barclay's Bank (Dominion, Colonial and Overseas), agents of the Bank of Montreal, is well represented in all the British colonies. These banks as well as the Canadian Trade Commissioner and the mercantile agencies of Duns and Bradstreets are in a position to give credit information.

SELLING TERMS AND CREDIT

The usual terms are fifteen to thirty days' sight, documents on acceptance, and in some instances sixty days, while in the French West Indies the terms are usually sixty days and longer. Some merchants pay sight draft, documents on payment, but credit terms are customary. Factory prices are useless. Prices should be quoted in Canadian dollars c.i.f. port of entry or f.o.b. seaboard, except in the case of lumber.

MARINE INSURANCE

Instructions generally accompany orders relative to the manner in which marine insurance is to be effected. Insurance from factory in Canada to port of entry in West Indies can be readily obtained.

PACKING

Ships do not dock alongside except at Castries, St. Lucia, and Georgetown, British Guiana. All cargo must be lightered ashore. Special attention therefore

should be given to packing as cargo is subject to extra and rough handling. Care should also be taken to insure that contents of packages are protected from moisture; that the cases, while strong, are light and easy to handle; that they are wire-bound to insure strength and to prevent pilfering; that they are clearly marked with the consignees' marks, numbers, weights, etc., and that packing slips are enclosed.

SHIPPING FACILITIES FOR CANADIAN SHIPPERS

From Montreal.—Canadian National Steamships: fortnightly during season of navigation. Ocean Dominion Line: fortnightly during season of navigation.

From St. John, N.B.—Canadian National Steamships: sailing fortnightly. Ocean Dominion Line: sailing fortnightly.

From Halifax.—Canadian National Steamships: passenger and freight sailing fortnightly; freight only, fortnightly. Ocean Dominion Line: sailing fortnightly.

From Vancouver.—Canadian Transport Company: sailing monthly to Trinidad, and calling at other West Indies ports if sufficient cargo offers.

Additional sailings are available through New York.

GENERAL INQUIRIES CONCERNING THE WEST INDIES

General inquiries as distinct from matters of Canadian trade should be addressed to the Chamber of Commerce at Port of Spain, Trinidad; Georgetown, British Guiana; or Bridgetown, Barbados; or to the Commercial and Agricultural Societies of Grenada, St. Vincent, St. Lucia, Dominica, St. Kitts-Nevis, or Antigua.

LARGE LAUNDRY ENTERPRISE IN JAMAICA

Mr. F. L. Casserly, Acting Trade Commissioner in Kingston, Jamaica, writes under date June 10 that a limited liability company is being organized there under the style of the British Laundry Company Limited, with authorized capital of £30,000. The object of the company is to do everything in the way of laundry work, dry cleaning, pressing, etc.: there is no large laundry in Kingston which caters to the general public. The prospectus has been favourably received by the public, and a considerable amount of the share capital has already been subscribed. Some of the most prominent business men in the island are on the directorate. It is expected that operations will be begun in about three months' time. Machinery and appliances aggregating about £4,000 in value will be required, and interested Canadian firms are invited to send full particulars, including illustrations and c.i.f. Jamaica quotations, to an address on file at Department of Trade and Commerce, Ottawa. Canadian Trade Commissioner's office in that city will be glad to co-operate with Canadian manufacturers in this matter.

Canadian Manufacturers and Exporters are strongly advised to file all numbers of the "Commercial Intelligence Journal" for future reference, and to bind them with the Index at the end of each half year.

INDIA'S FOREIGN TRADE DURING MARCH

RICHARD GREW, CANADIAN TRADE COMMISSIONER

[NOTE.—At par value of exchange 1 rupee is equal to 36 cents in Canadian currency]

Calcutta, May 16, 1930.—The trade returns of British India for March, 1930, show, as compared with the preceding month, increases in the value of imports, exports, and re-exports.

The imports of private merchandise totalled Rs.208,200,000 (\$74,952,000), an increase of Rs.35,000,000 (\$12,600,000) as compared with the preceding month. The value of exports of Indian produce and manufactures rose from Rs.244,000,000 (\$87,840,000) in February to Rs.274,300,000 (\$98,748,000) in the month under report, and re-exports increased by Rs.2,200,000 (\$792,000) to Rs.6,300,000 (\$2,268,000).

Treasure on private account, including currency notes, showed a net import of Rs.22,200,000 (\$7,992,000) in March, as against Rs.34,700,000 (\$12,492,000) in the preceding month and Rs.41,600,000 (\$14,976,000) in March, 1929.

Measured by the statistics of merchandise and treasure, the total visible balance of trade in March was Rs.52,800,000 (\$19,008,000) in favour of India as compared with Rs.41,700,000 (\$15,012,000) in February, 1930, and Rs.56,200,000 (\$20,230,000) in March, 1929. During the year ended March, 1930, the visible balance of trade in merchandise and treasure was Rs.528,200,000 (\$190,152,000) in favour of India as compared with Rs.521,100,000 (\$187,596,000) in the preceding year. The balance of remittances of funds in March was *minus* Rs.81,000 only (\$29,160), and in the twelve months ended March, 1930, *minus* Rs.210,100,000 (\$75,636,000).

CHANGES IN IMPORTS

As compared with March, 1929, the imports of food, drink, and tobacco fell by Rs.11,500,000 (\$4,140,000) to Rs.32,600,000 (\$11,736,000), and of manufactured articles by Rs.3,500,000 (\$1,260,000) to Rs.150,800,000 (\$54,288,000), while those of raw materials rose by Rs.600,000 (\$216,000) to Rs.21,300,000 (\$7,668,000). The decrease under food, drink, and tobacco is attributable chiefly to a falling off in arrivals of wheat: from 114,000 tons valued at Rs.16,000,000 (\$5,760,000) to 38,000 tons valued at Rs.5,500,000 (\$1,980,000). Imports of sugar (excluding beet) showed a decrease of Rs.800,000 (\$288,000) in value, although in quantity there was an increase of 15,000 tons. There was also a decline of Rs.700,000 (\$252,000) in receipts of vegetable products, which was partly set off by an increase of Rs.500,000 (\$180,000) under spices.

Under raw materials, kerosene oil showed an improvement, the quantity rising from 13,000,000 gallons to 17,000,000 gallons and the value from Rs.6,900,000 (\$2,484,000) to Rs.9,100,000 (\$3,276,000). This increase, however, was to a great extent counterbalanced by a decrease of Rs.700,000 (\$252,000) under fuel oils and Rs.500,000 (\$180,000) under raw cotton. The quantity of raw cotton received remained almost stationary at 1,800 tons.

Under manufactured articles, cotton yarn and manufactures decreased by Rs.6,700,000 (\$2,412,000). Imports of twist and yarn declined from 4,000,000 pounds valued at Rs.5,400,000 (\$1,944,000) to 3,000,000 pounds valued at Rs.3,800,000 (\$1,368,000). The quantity of cotton piece goods imported also declined from 187,000,000 yards to 182,000,000 yards and the value from Rs.50,900,000 (\$18,324,000) to Rs.45,400,000 (\$16,344,000). White and coloured goods fell off by 4,000,000 and 15,000,000 yards in quantity and by Rs.1,900,000 (\$684,000) and Rs.1,200,000 (\$432,000) in value respectively. Grey goods, however, recorded a slight increase in quantity—from 81,800,000 to 82,000,000 yards—although the value fell from Rs.19,400,000 (\$7,104,000) to Rs.17,100,000 (\$6,-

156,000). Under iron and steel there was a decrease of Rs.4,400,000 (\$1,584,000), due chiefly to a reduction in imports of galvanized sheets and plates, which fell to 25,000 tons valued at Rs.4,900,000 (\$1,764,000) from 37,000 tons valued at Rs.8,300,000 (\$2,988,000) recorded a year ago. Other noticeable changes of the month were increases under prime movers other than electrical (*plus* Rs.3,000,000 (\$1,080,000), aniline dyes (*plus* Rs.700,000 (\$252,000), and electrical instruments (*plus* Rs.600,000 (\$216,000), and a decrease under motor cars (*minus*) Rs.1,300,000 (\$468,000).

VARIATION IN EXPORTS

Exports of food, drink, and tobacco in March compared with March, 1929, increased by Rs.15,700,000 (\$5,652,000) to Rs.74,700,000 (\$26,892,000), due mainly to larger shipments of rice, coffee, and tea. The quantity of rice exported increased from 333,000 tons to 493,000 tons, and the value from Rs.44,400,000 (\$15,984,000) to Rs.59,400,000 (\$21,384,000); coffee showed an increase of 44,000 cwt. in quantity and of Rs.3,100,000 (\$1,116,000) in value. Tea also showed an increase of 2,000,000 pounds in quantity and of Rs.800,000 (\$288,000) in value. There was, however, a drop of Rs.1,600,000 (\$576,000) under pepper. Raw materials and produce exported decreased by Rs.45,900,000 (\$16,524,000) to Rs.135,900,000 (\$48,924,000). Under this group, the most noticeable decreases were under raw cotton and raw jute.

Shipments of raw cotton fell off from 100,000 tons (valued at Rs.97,900,000 or \$35,244,000) to 91,000 tons (valued at Rs.72,700,000 or \$26,172,000). Principal countries of destination were: Japan, 30,700 tons, or 33 per cent; China, 19,000 tons; France, 8,500 tons; United Kingdom, 8,100 tons; Germany and Italy, 6,500 tons each; and Belgium, 5,800 tons. Raw jute fell off from 65,000 tons to 45,000 tons in quantity, the corresponding decrease in value being from Rs.19,900,000 (\$7,164,000) to Rs.13,300,000 (\$4,788,000). The principal destinations were: Germany (8,300 tons), France (7,200 tons), the United Kingdom (6,700 tons), the United States (6,500 tons), and Spain (5,500 tons). Shipments of lac decreased by Rs.2,900,000 (\$1,044,000). Oilseeds showed a decline of Rs.5,000,000 (\$1,800,000), of which groundnuts accounted for Rs.4,000,000 (\$1,444,000) and castor and sesamum seeds for Rs.900,000 (\$324,000) each. Linseed, however, increased by Rs.1,200,000 (\$432,000).

Exports of raw hides fell by Rs.2,400,000 (\$864,000), but raw skins showed an increase of Rs.1,000,000 (\$360,000). Manufactured goods declined by Rs.8,900,000 (\$3,204,000) to Rs.60,600,000 (\$21,216,000), owing partly to a fall in the value of jute manufactures and partly to a reduction in shipments of cotton yarn and manufactures. The yardage of gunny cloth exported rose from 115,000,000 to 118,000,000, but the value shrank from Rs.22,800,000 (\$8,208,000) to Rs.18,700,000 (\$6,732,000). The number of jute bags shipped also increased from 36,000,000 in March, 1929, to 44,000,000 in March, 1930, while the value decreased from Rs.16,800,000 (\$6,048,000) to Rs.15,500,000 (\$5,580,000). Cotton twist and yarn declined from Rs.2,400,000 (\$864,000) to Rs.1,200,000 (\$432,000), and piece goods from Rs.4,600,000 (\$1,656,000) to Rs.2,500,000 (\$900,000). There was a decrease of Rs.1,100,000 (\$396,000) under opium.

DIRECTION OF TRADE

The share of the United Kingdom in imports was 44 per cent in March, 1929, and the same in March, 1930; exports rose from 14 per cent to 16 per cent. The shares of Germany, Japan, and the United States in March, 1930, were 7, 9, and 6 per cent respectively under imports and 7, 11, and 11 per cent respectively under exports.

The tonnage of vessels entered into British India and cleared outwards with cargoes from and to foreign countries and British possessions during March amounted respectively to 823,000 and 783,000 as against 673,000 and 739,000 in February, 1930, and 710,000 and 856,000 a year ago. During the year ended March, 1930, the tonnage of vessels entered and cleared with cargoes amounted respectively to 8,375,000 and 8,858,000 as compared with 8,230,000 and 8,459,000 in the preceding year.

TRADE COMMISSIONERS ON TOUR

The following Canadian Trade Commissioners are at present on tour: Mr. Paul Sykes, Hongkong (whose territory covers South China, the Philippines, North Borneo, and Indo-China); Mr. James Cormack, Havana, Cuba; Mr. F. W. Fraser, Kingston, Jamaica; and Mr. G. R. Heasman, Batavia, Java. Subjoined are the dates of their itineraries as at present arranged:—

Mr. Sykes

Quebec..	June 30	Paris and Brantford.. . . .	July 23
Montreal..	July 2 to 9	Hamilton..	July 24, 25
Granby	July 10	Dundas..	July 26
Sherbrooke	July 11	St. Catharines.. . . .	July 28
Ottawa	July 14 to 16	Galt..	July 29
Windsor and Walkerville ..	July 18	Kitchener..	July 30
London	July 19 to 21	Stratford..	July 31
Woodstock..	July 22		

Mr. Cormack

Quebec..	July 2	London, Woodstock and	
Belleville and Cobourg. . .	July 4	Ingersoll	July 14
Oshawa.	July 5	Kitchener, Galt and Guelph..	July 15-16
Owen Sound, Chesley and		Brantford.	July 17-18
Port Elgin..	July 7	Hamilton..	July 21 to 23
Goderich..	July 8	St. Catharines and Thorold..	July 24
Sarnia	July 9	Niagara Falls	July 25
Windsor	July 10	Oakville..	July 26
Chatham	July 11	Toronto	July 28 to Aug. 9

Mr. Fraser

Toronto..	July 1 to 16	Gananoque..	July 21
Oshawa and Bowmanville ..	July 17	Brockville..	July 22
Belleville..	July 18	Cornwall..	July 23
Kingston..	July 19	Ottawa..	July 24 to 26

Mr. Heasman

Hamilton..	July 2 to 5	Brantford, Woodstock and	
Kitchener, Preston, Hespeler		Paris..	July 14 and 15
and Stratford..	July 7 and 8	St. Catharines and Welland..	July 16
Guelph..	July 9 and 10	Niagara Falls	July 17
Galt..	July 11	Toronto..	July 18 to Aug. 1

Firms who desire to be brought in touch with the Trade Commissioners are requested, in the case of Montreal, to communicate either with the Assistant Secretary of the Montreal Board of Trade or the Secretary, Quebec Division, Canadian Manufacturers' Association; in that of Toronto, with the Secretary, Canadian Manufacturers' Association; and in the case of the other cities included in the above lists, with the Secretary of the Board of Trade or Chamber of Commerce.

NEW RATES OF POSTAGE TO PLACES OUTSIDE OF CANADA

As a consequence of the Postal Convention adopted at the World Postal Congress held at London last year, the following changes will come into effect on July 1, 1930.

Letters.—The rate on letters to places outside of Canada with the exception of places in the Empire, France and the North and South American Continents (to which the Canadian domestic rate applies) will be 5 cents for each letter weighing one ounce or less. On letters weighing more than an ounce, the rate will be 5 cents for the first ounce, and 3 cents for each ounce or fraction of an ounce after.

Postcards.—The rate on postcards to places outside of Canada with the exception of places in the Empire, France and the North and South American Continents, will be 3 cents for a single card or each half of a reply card.

Printed Matter.—The rate on printed matter to places outside of Canada will be 1 cent for each two ounces or fraction of two ounces.

Commercial Papers.—The rate on commercial to places outside of Canada will be 5 cents for a packet not exceeding 10 ounces in weight, and 1 cent for every 2 ounces thereafter.

Samples.—The rate on samples to places outside of Canada will be 2 cents for a packet not exceeding 4 ounces in weight and 1 cent for every 2 ounces thereafter.

MARKET FOR CANADIAN APPLES IN ARGENTINA

O. M. ARMSTRONG, ACTING TRADE COMMISSIONER

Buenos Aires, May 7, 1930.—The Canadian apple crop for 1929 totalled 3,939,915 barrels. The provinces (given in the order of importance) show the following production in barrels: Nova Scotia, 1,737,876; British Columbia, 1,101,357; Ontario, 878,502; Quebec, 187,180; New Brunswick, 35,000.

Apples imported into Argentina are all from the United States and New Zealand. In 1929 imports were 374,772 boxes, 162,408 barrels from the former and 180,000 boxes from the latter country. The New Zealand apples arrive between May 20 and the end of July. When the apples arrive they are placed in the cold storage chambers of large distributors and sold as the market absorbs them. In this way the small buyer is freed from the necessity of direct importing and instead buys on the local market.

Generally speaking, there is little room for imports after the beginning of the year, because shortly thereafter fresh Argentine fruit begins to appear on the market.

Due to the high freight rates, apples of first quality only are in demand. It is useless to send seconds or apples faulty in any respect. Nearly all the apples imported are for table use and are largely judged by appearance. Colour is the all-important factor; taste is regarded as secondary. The varieties in demand both boxed and barrelled are the following: Jonathans, Delicious, King David, Ganos, Winter Banana, Winesaps, Ben Davis, and Gravenstein. Canadian shippers should keep to these varieties—at least till they have secured a footing in the market.

Last season Canadian boxed apples were for the first time sold in the Argentine market in quantity. Eleven cars of extra fancy Delicious were sold on terms of cash against documents and no losses were shown. Canadian shippers should make every effort to enter this market. It is highly competitive and great care must be paid to the packing, grading and marking of shipments.

As soon as offers can be made, prices c.i.f. Buenos Aires should be cabled to the office of the Trade Commissioner. Time and early delivery are vital factors.

The demand for barrelled apples is chiefly for Virginian Ben Davis, and it is only when these are not available or prices are high that the New England Ben Davis can be marketed. Last year Ben Davis from Nova Scotia were shipped to the extent of 3,900 barrels. These apples must compete with the New England variety. Here, again, colour is the dominant factor. Shippers must offer 60 to 75 per cent red, balance yellow. If these requirements are offered, sales should be easy at \$6 to \$6.75 Canadian per barrel, c.i.f. Buenos Aires (cash against documents).

Ben Davis apples from Ontario were favourably received last season, their colour being excellent. Last year was the first time these apples had appeared on this market and they were able to compete successfully with the New England varieties. Other varieties of Canadian apples might possibly find a market in Argentina if the requirements and tastes are carefully studied. Shippers should offer to send fifty barrels, on consignment, of any new variety they may wish to introduce, to the Trade Commissioner. These could be distributed to the large importers as samples and the selling price collected and remitted.

ECONOMIC CONDITIONS IN THE NETHERLANDS

LESTER S. GLASS, ACTING TRADE COMMISSIONER

Rotterdam, May 30, 1930.—The winter crops for the present year in Holland promise well; the last official reports were eminently satisfactory. The question of prices, however, gives occasion for anxiety. Already there are complaints concerning the prices secured for some of the hot-house crops.

Business conditions during the first quarter of the year have been on the whole quiet. Although the buying power of the Dutch public has not been seriously impaired, in the majority of industries there has been a lack of demand. In luxury articles and those for which substitutes may be used there has been a marked decrease in consumption.

Although Holland's internal business may be considered depressed, her external trade does not seem adversely affected. During the first three months the imports into Holland were 648,073,000 fl. as against an export total of 452,350,000 fl. This gives an adverse balance of 195,723,000 fl. The following figures will serve as a means of comparison of the foreign trade of Holland during the first quarter of the four years 1927 to 1930.

	1927	In Millions of Guilders			1930
		1928	1929		
Import..	604.2	681.2	625.9		648.0
Export..	431.6	464.5	450.9		452.3
Import balance.. . . .	172.6	216.7	175.0		195.7

10.2 Canadian cents equal one guilder; One dollar equals 2.50 guilders

NORWEGIAN CROP REPORT

FREDERICK H. PALMER, CANADIAN TRADE COMMISSIONER

Oslo, June 6, 1930.—The first report of the Director of the Norwegian Department of Agriculture on the condition of crops at the end of May states that the winter was exceptionally mild with (generally speaking) little snow.

The spring came two or three weeks earlier than usual over the whole country, and it has been exceptionally mild with alternating rain and heat—on the whole, ideal weather. On the west coast, however, the latter half of

May has been extremely hot with little rain, and it is consequently becoming rather dry.

The spring work is practically completed all over the country, and it was done under favourable conditions throughout. Since both grain and potatoes have been sown in warm and suitable soil, crop prospects must on the whole be considered as extremely good.

The supplies of feeding stuffs, corn, and potatoes have been sufficient throughout. In certain districts there has been a slight scarcity of good seed grain.

The pasture lands are excellent all over the country with the exception of a few districts where it has been rather dry. The cattle have been released earlier this year than usual in the valleys, but up in the mountains the pasture lands are still under snow.

The meadows and autumn-sown crops have come through the winter better than was expected in spite of the mild winter and lack of snow.

Gardening prospects are on the whole promising.

SOUTH AFRICAN MERCHANDISE MARKS ACT

C. S. BISSETT, CANADIAN TRADE COMMISSIONER

Cape Town, April 25, 1930.—The Cape Province Merchandise Marks Act, 1888, is based upon the Merchandise Marks Act of Great Britain of 1887. Acts were passed by Natal and the Orange Free State practically identical with the Cape Act, which may be taken as covering the four States which in 1910 became the Union of South Africa. The Transvaal passed no corresponding measure. No consolidating act has been passed by the Union Government.

The Cape and Natal acts are used mainly for imported goods as all Union ports are situated in these provinces. There is, however, considerable import traffic through the port of Lourenco Marques, in Mozambique (Portuguese East Africa), destined for the Transvaal and, to a lesser extent, the Orange Free State, upon which the act of the latter province would be applicable. In the case of the Transvaal, various municipal marking regulations would apply. This municipal legislation in most instances embodies all points which are covered by the Cape Act.

LAW AIMS AT PREVENTING FALSE MARKING

The general purpose of the marking legislation is to prevent the forging of, or the false application of trade marks, imitations so closely resembling a genuine mark that they are likely to deceive, also the application of false descriptions to any goods.

For the purpose of the act the phrase "trade mark" means any mark registered in South Africa and includes all marks protected in Great Britain, or in any British dominion or colony or any foreign state to which the Patents, Designs, and Trade Marks Act, 1883, of Great Britain is applicable.

The expression "trade description" means any description, statement, or other indication—

- (a) as to the number, quantity, measure, gauge, or weight of any goods, or
- (b) as to the place or country in which any goods were made or produced, or
- (c) as to the mode of manufacturing or producing any goods, or
- (d) as to the material of which any goods are composed, or
- (e) as to any goods being the subject of an existing patent, privilege, or copyright; and the use of any figure, word, or mark which, according to the custom of the trade, is commonly taken to be an indication of any of the above matters.

For a trade description to be regarded as "false" it must be false in a material respect as regards the goods to which it is applied. Trade marks,

although duly registered, are not exempted from the necessity of being true descriptions where they are intended as descriptions of the contents. This provision extends to the use of any figures, words, initials or marks or arrangements of these, whether including a trade mark or not, which may mislead as to the true name of the manufacturer. Colourable imitations of such figures, words, etc., are also considered as false descriptions when applied to similar goods.

The act does not provide for the compulsory marking of goods to show the country of origin, except where lack of such marking would be misleading. Practically any geographical description may be used and incorporated in a registered trade mark or as part of a trade description, provided that when descriptions of this kind which are apt to be misleading are used the true country of origin must be shown in close proximity thereto in an equally conspicuous manner. Exemption from this marking as to true origin is provided in the case of goods whose common trade description embodies a geographical factor which through custom and usage has become divorced from its geographical meaning, e.g. "French ivory." Nor does the Patents and Trade Marks Act prohibit the registration of trade marks containing geographical components even although these may have no relation to the actual country of origin of the goods.

In prosecutions under the act the port of shipment of imported goods is taken as *prima facie* evidence of the country of origin.

The import of goods into the Union is prohibited if they bear any name or trade mark, or a colourable imitation thereof, of any trader, real or fictitious, within the Union, unless such marks are accompanied by a definite indication of the country of manufacture. Moreover, they are also prohibited entry if they bear any place-name identical with or in imitation of any place in the Union, unless it is accompanied by the name of the country in which such place of manufacture is situated.

Prohibited goods may be detained without previous notice and either seized and destroyed or caused to be reshipped to the exporting country. The same procedure applies in the case of goods bearing false trade marks or misleading trade descriptions. In the case of the latter, where rectifying changes in the description may easily be made, facilities are sometimes offered, on first offences, to make such changes previous to release from bond, for consumption in the Union.

Where examinations under the act are instituted at the instance of some one other than the customs authorities, such informant must provide a bond to cover the expense of the examination and possible loss through deterioration of the goods or actions for damages arising from their detention, such bond to be returned under certain conditions.

The regulations under the act do not provide for the compulsory marking or labelling of any article, but the attention of Canadian firms is drawn to various marking and labelling provisions under the Weights and Measures Act reported in *Commercial Intelligence Journal* No. 1142 (December 19, 1925), and to the report on the Food, Drugs, and Disinfectants Act and Regulations in No. 1377 (June 21, 1930).

BRITISH MERCHANDISE MARKS ACT: FOUNTAIN PENS AND PROPELLING PENCILS

Mr. Harrison Watson, Canadian Trade Commissioner in London, writes under date June 5, that in view of the fact that fountain pens and propelling pencils are being regularly exported from Canada to the United Kingdom, it seems desirable to reproduce the full text of the main recommendation in the

Merchandise Marks Committee's report concerning those articles. This is as follows:

Our recommendation is therefore that each imported fountain pen, stylographic pen or propelling pencil and every imported gold nib should bear an indication of origin at the time of sale and exposure for sale applied as follows:—

- (i) Fountain pens whether fitted with a nib or not, stylographic pens, or propelling pencils, either (a) die-stamped, incised or engraved on the barrel of the pen or pencil. The indication of origin to be in a contrasting colour, except in the case of metal pens and pencils; or (b) stamped or printed on a label securely affixed to the barrel of the pen or pencil.
- (ii) Gold nibs—Die-stamped, incised or engraved upon the back or upper surface of the nib.

The Committee further recommend that if an order to the above effect is adopted, it shall not come into force until six months after the date on which it is made.

TARIFF CHANGES AND CUSTOMS REGULATIONS

Australian Tariff Changes

Cablegrams from D. H. Ross, Canadian Trade Commissioner in Melbourne, Australia, dated June 20 and 21, 1930, state that further amendments to the Commonwealth tariff were introduced in Parliament on June 19, effective next day, whereby duties on 114 items were increased, 8 were decreased, and 25 other variations were made to items introduced in November and December, 1929.

Increases of chief interest to Canadian manufacturers affect timber, rubber tires, motive-power machinery, lawn mowers, roadmaking machinery, machinery not elsewhere included in the complete tariff, refrigerators and parts, saws, tools of trade and shovels.

Reduced duties include items of undressed redwood and British Columbia cedar, and a few of minor importance. Timber at present is dutiable under General schedules but provision is made for future application of Intermediate and Preferential rates.

Rates established by these amendments include the following:—

	British Preferential Tariff	Intermediate Tariff	General Tariff
Timber, Douglas fir:			
12 x 6 ins. and over	8s.	8s.	8s.
7 x 2½ to 12 x 6 ins.	13s.	13s.	14s.
Less than 7 x 2½ ins.	14s. 6d.	14s. 6d.	15s. 6d.
Timber for mining use	free	free	free
Redwood and B.C. cedar, undressed:			
12 x 6 ins. and over	3s.	3s.	4s.
8 x 2 to 12 x 6 ins.	3s.	4s. 6d.	5s. 6d.
Less than 8 x 2 ins.	8s.	9s.	10s.
Other undressed timber:			
12 x 6 ins.	11s. 6d.	11s. 6d.	12s. 6d.
7 x 2½ ins. to 12 x 6 ins.	13s.	13s.	14s.
Less than 7 x 2½ ins.	14s. 6d.	14s. 6d.	15s. 6d.
Timber, undressed, for boxmaking:			
3 x 4 ins. and over	2s.	2s.	2s.
Cut to size	12s.	12s.	12s.
Timber, dressed:			
For box-making	14s.	14s.	14s.
Bent or cut to shape	50%	50%	65%
N.e.i. in tariff	12s.	14s.	20s.
from Jan. 1, 1931	23s.	23s.	24s.
Plywood, up to ¾ inch thick	6s.	6s.	7s.
or, if higher	50%	55%	65%
for each additional ¼ inch	1s. 9.	1s. 9d.	2s.
Plywood, other, and veneers	50%	55%	65%
Motor car tires and tubes	1s. 6d.	2s.	2s. 6d.
or, if higher	25%	35%	40%
Gloves (except of rubber), viz: harvesting, driving, housemaids, gardening	50%	60%	65%

A number of articles formerly classed as parts of motor-car chassis are now dutiable at special higher rates, including steering dampers, shackle bolts, king pins, U bolts, tie rod pins, high tension ignition coils, spring gaiters, bonnets, instrument boards, and radiator shells unless in one piece.

The foregoing information being based on cabled advice is subject to confirmation or change on receipt of a report by mail which is expected about July 22.

Jamaican Plant Regulations

By proclamation of May 27, 1930, onions imported into Jamaica were exempted from restrictions imposed by Proclamations of June 4 and July 9, 1929. These restrictions are designed to prevent the introduction into Jamaica of the Mediterranean fruit fly and do not apply to Canadian products accompanied, on importation, by a certificate of origin.

From August 1, 1930, permits to import plants into Jamaica shall take the form of a label, issued by the Department of Agriculture of that colony, bearing particulars of the permit and the seal of the department, such label to be obtained from the department by the prospective importer and forwarded to the supplier, who shall affix it to its proper package. Every package of plants arriving in Jamaica by mail after August 1, 1930, without a permit attached shall be destroyed by the post office. (Proclamation, April 26, 1930).

Cuban Tariff on Foodstuffs Revised

ENRIQUE HEYMANN, OFFICE OF THE TRADE COMMISSIONER

Havana, June 1, 1930.—Under a Cuban Presidential decree which came into force on May 17, 1930, the rates of duty on many foodstuffs were increased. Among the changes are the following:—

	Former General Tariff	New General Tariff
Butter, manufactured exclusively of milk, with or without common salt or vegetable colouring	12c. per kg.	25c. per kg.
Cheese	\$8 per 100 kg.	\$12 per 100 kg. plus 10% ad val. \$3 per 100 kg.
Fresh milk and buttermilk	13% ad val.	
Milk, condensed, evaporated, concentrated, with or without sugar and cream	13% ad val.	\$5 per 100 kg.
Powdered milk	13% ad val.	\$8 per 100 kg.
Malted milk	13% ad val.	\$10 per 100 kg.
Milk in other forms	13% ad val.	\$15 per 100 kg.
Cod and similar fish	\$1.30 per 100 kg.	\$3 per 100 kg.
Salt mackerel, haddock, and dried sardines	\$1 per 100 kg.	\$2.50 per 100 kg.
Hake and similar fish, not specially mentioned in the tariff, dried and salted	\$1.30 per 100 kg.	\$3 per 100 kg.
Eggs, fresh, marked with indelible ink, showing origin . . .	10c. per doz.	15c. per doz.
Eggs, fresh, not marked to show origin	15c. per doz.	25c. per doz.
Eggs, preserved, prepared or frozen	12c. per doz.	25c. per doz.
Eggs, dried	18c. per doz.	30c. per doz.
Hams or shoulders, cured or smoked	\$8 per 100 kg.	\$16 per 100 kg.
Hams or shoulders, sugar-cured or prepared	\$10 per 100 kg.	\$20 per 100 kg.

In addition to the duties there is a surtax of 10 per cent of the duty on preserved, prepared, or frozen eggs, dried eggs, and sugar-cured or prepared hams or shoulders.

The foregoing rates apply to all countries except the United States, which receives a reduction of 40 per cent of the duty on cheese, 30 per cent on butter, 25 per cent on fish, and 20 per cent on the other goods enumerated above.

Increases in duty were also made on swine, except for breeding purposes; male sheep; goats; fresh, salted, or canned beef; mutton and pork; lard and neutral lard compounds; bacon or salt and smoked pork; salted pork fat; jerked beef; margarine and oleomargarine; and sausages.

NOTES ON CERTAIN ITEMS

Butter.—Owing to the increase in local production, butter imports are rapidly decreasing. In 1928 the imports were valued at \$566,214, as compared with \$1,169,183 in 1925 and \$841,823 in 1927. Denmark and the United States were the chief sources of supply; Canada is credited with \$20,024.

Condensed and Evaporated Milk.—Cuba is a large importer of condensed and evaporated milk, but the Anglo-Nestle Milk Company have recently erected a large factory at Bayamo, and if successful they will be in a position to provide for home consumption. In 1928 the value of the imports was \$4,343,588 (United States, \$1,807,432; Great Britain, \$957,074; and Canada, \$415,453).

Cheese.—Gruyère and a variety called Partagas are those most largely consumed in Cuba. Imports of cheese will continue for some time as home production cannot take care of the market for several years. Imports of Canadian cheese have been increasing, but the new tariff will probably have an adverse effect. In 1928 total imports were valued at \$991,768, Holland and the United States being the principal sources of supply (\$594,252 and \$149,368 respectively). Imports from Canada increased by \$8,555 to \$25,858.

Cured Pork.—The entire supply is imported. Domestic production is never likely to affect this trade. In 1928 imports were valued at \$3,029,876 (United States, \$2,957,800; Spain, \$55,810; Uruguay, \$7,532; and Canada, \$3,929).

Eggs.—Eggs are imported into Cuba between the months from July to December inclusive. Total imports in 1928 were valued at \$4,488,758 (United States, \$4,438,524; China, \$33,629; Canada, \$4,330).

Codfish.—There seems to be no doubt that imports of codfish will continue to be large. In 1928 these were valued at \$2,459,353 (Norway \$1,091,721 and Canada \$1,028,020).

Some Greek Conventional Rates Increased

Mr. Henri Turcot, Canadian Trade Commissioner in Athens, writes that in consequence of the revision of the Commercial Convention of 1929 between France and Greece some Greek duties, applicable to countries enjoying most-favoured-nation treatment, were increased as from April 1, 1930.

The articles affected are fresh flowers, European cheeses, spices, textile wares, ladies' hats, certain leather and leather goods, matting for blinds, soaps, iron hoops, bridges, frames, roofs, lock gates and cranes, iron wheels, axles, tires and springs for railways; iron axles and springs for carriages and motor cars; hinges, cutlery, safes and cash-boxes; tiles and glass, sensitized photographic plates, bicarbonate of soda, carbide of calcium, some pharmaceutical and toilet preparations, photographic paper, and carriages. The rates of duty under the maximum tariff are not changed.

BRITISH INQUIRY INTO MARKING OF MOTOR VEHICLES POSTPONED

With reference to the announcement in *Commercial Intelligence Journal* No. 1375, of June 7, 1930, page 879, concerning proposed marking of origin on motor vehicles and certain parts imported into Great Britain, it is announced that the inquiry which was to have been held on July 7 has been postponed and will probably be held in September or October next.

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING JUNE 23

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending June 23, 1930, with the official bank rate. Quotations for the week ending June 16, 1930, are also given for the sake of comparison:—

Country	Unit	Parity	Nominal Quotations in Montreal Week ending June 16	Nominal Quotations in Montreal Week ending June 23	Official Bank Rate
Austria	Schilling	.1407	\$.1425	\$.1411	5½
Belgium	Belga	.1390	.1395	.1396	3
Bulgaria	Lev	.0072	.0072	.0072	10
Czechoslovakia	Krone	.0296	.0296½	.0296	4½
Denmark	Krone	.2680	.2675	.2674	4
Finland	Markka	.0252	.0252	.0252	6½
France	Franc	.0392	.0392	.0392	2½
Germany	Reichsmark	.2382	.2385	.2383	4
Great Britain	Pound	4.8666	4.8547	4.8539	3
Greece	Drachma	.0130	.0130	.0130	9
Holland	Guilder	.4020	.4019	.4016	3
Hungary	Pengo	.1749	.1749	.1749	5½
Italy	Lira	.0526	.0523	.0523	5½
Jugo-Slavia	Dinar	.1930	.0177	.0176	5½
Norway	Krone	.2680	.2675	.2675	4½
Portugal	Escudo	1.0805	.0450	.0455	8
Roumania	Leu	.0060	.0060	.0060	9
Spain	Peseta	.1158	.1158	.1169	5½
Sweden	Krona	.2680	.2684	.2684	3½
Switzerland	Franc	.1930	.1937	.1936	3
United States	Dollar	1.0000	.9996	.9995	2½
Argentina	Peso (Paper)	.4244	.3742	.3704	—
Brazil	Milreis	.1196	.1139	.1124	—
Chile	Peso	.1217	.1209	.1209	6
Colombia	Peso	.9733	.9659	.9650	8
Mexico	Peso	.4985	.4747	.4744	6-7
Peru	Sol	.40	.3749	.4941	7
Venezuela	Bolivar	.1930	.1899	.1874	—
Uruguay	Peso	1.0342	.8823	.8895	—
Cuba	Peso	1.0000	1.0031	1.0005	—
Hongkong	Mex. Dollar	.3080	.3080	.3118	—
India	Rupee	.3650	.3611	.3623	6
Japan	Yen	.4985	.4945	.4942	5.48
Java	Guilder	.4020	.4024	.4021	4½
Shanghai	Tael	.3648	.3648	.3648	—
Siam	Baht (Tical)	.4424	.4498	.4497	—
Straits Settlements	Dollar	.5678	.5615	.5615	—
British Guiana	\$	1.0000	1.0019½	1.0037¼	—
Barbados	\$	1.0000	1.0019½	1.0037¼	—
Trinidad	\$	1.0000	1.0019½	1.0037¼	—
Jamaica	Pound	4.8666	4.8610	4.8526	—
Other British West Indies	\$	1.013	1.0015½	1.0029¼	—
Martinique	Franc	.0392	.0392½	.0392	—
Guadeloupe	Franc	.0392	.0392½	.0392	—

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT KINGSTON, BELLEVILLE, PETERBOROUGH, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.); AND THE MARITIME PROVINCES TRADE COMMISSION, TORONTO.

Foodstuffs

724. EVAPORATED APPLES.—A Stockholm firm of agents wish to represent a Canadian exporter of evaporated apples.

725. EVAPORATED APPLES.—A Gothenburg firm of agents wish to represent a Canadian exporter of evaporated apples.

726. POTATOES.—A Haitian commission house would like to represent a Canadian exporter of potatoes.

727. DRIED FISH.—A Haitian commission house would like to represent a Canadian exporter of dried fish, including cod and herring.

728. CANNED SALMON.—An importer in Panama is desirous of establishing a connection with shipper of canned salmon. Quotations c.i.f. Panama.

729. CANNED SALMON.—An agent in Bremen, Germany, wishes to get in touch with Canadian exporters of canned salmon.

730. CANNED SALMON.—A Gothenburg firm of agents wish to represent a Canadian exporter of canned salmon.

731. CANNED LOBSTERS.—An agent in Bremen, Germany, wishes to get in touch with Canadian exporters of canned lobsters.

732. CANNED LOBSTER.—A Stockholm firm of agents wish to represent a Canadian exporter of canned lobster.

733. CANNED LOBSTER.—A Gothenburg firm of agents wish to represent a Canadian exporter of canned lobster.

734. PICKLED PORK TONGUES.—An agent in Bremen, Germany, wishes to secure quotations from Canadian firms in a position to supply pickled pork tongues in barrels of 300 pounds.

735. PACKING HOUSE PRODUCTS.—A Haitian commission house would like to represent a Canadian exporter of packing house products, including hams, bacon, pork, lard, etc.

736. WHEAT AND WHEAT FLOUR.—A Gothenburg firm of agents wish to represent a Canadian exporter of wheat and wheat flour.

Miscellaneous

737. SAUSAGE CASINGS.—A Gothenburg firm of agents wish to represent a Canadian exporter of sausage casings (cattle and sheep).

738. KNITTED CAPS.—Manufacturers' representative in Buenos Aires wishes to obtain agency of Canadian manufacturer of knitted caps. Send quotations and complete information to Canadian Trade Commissioner, B. Mitre 430, Buenos Aires.

739. UMBRELLA CLOTH.—Manufacturers' representative in Buenos Aires wishes to obtain agency of Canadian manufacturer of umbrella cloth. Send full details and prices to Canadian Trade Commissioner, B. Mitre 430, Buenos Aires.

740. UPHOLSTERY.—Manufacturers' representative in Buenos Aires wishes to obtain agency of Canadian manufacturer of upholstery for motor cars. Send small samples by sample post with complete information and prices to Canadian Trade Commissioner, B. Mitre 430, Buenos Aires.

741. WHITE LEAD.—Buenos Aires house is interested in representing Canadian manufacturer of white lead, paste and powder. Interested only in manufacturer. State terms of sale fully, and send complete information to Canadian Trade Commissioner, B. Mitre 430, Buenos Aires.

742. CELLULOSE PAINT.—Manufacturers' representative in Buenos Aires wishes to obtain agency of Canadian manufacturer of cellulose paint for motor cars. Send full details and quotations to Canadian Trade Commissioner, B. Mitre 430, Buenos Aires.

743. CHEMICALS.—A commission agent in Havana wishes to represent Canadian manufacturer of all kinds of chemicals, especially those used in toilet preparations.

744. CLOTHES PEGS.—A North of England firm of hardware merchants are open to receive c.i.f. Manchester quotations from Canadian manufacturers.

PROPOSED SAILINGS FROM CANADIAN PORTS*(The sailing dates are approximate and subject to change without notice)***From Montreal**

To Antwerp.—Metagama, July 3; Beaverbrae, July 4; Montrose, July 17; Beaverford, July 18—all Canadian Pacific; Grey County, July 7; Brant County, July 19; Elgin County, July 31—all County Line.

To Avonmouth.—Salacia, Anchor-Donaldson Line, July 26; Oranian, Dominion Line, July 12.

To Belfast and Dublin.—Melmore Head, Head Line, July 17 (cargo accepted for Londonderry and Cork).

To Cardiff and Swansea.—Oranian, Dominion Line, July 12; Salacia, Anchor-Donaldson, July 26.

To Glasgow.—Melita, July 2; Minnedosa, July 18—both Canadian Pacific; Letitia, July 11; Athenia, July 25—both Anchor-Donaldson.

To Liverpool.—Duchess of Bedford, July 4; Duchess of York, July 12; Minnedosa, July 18; Duchess of Richmond, July 23—all Canadian Pacific; Antonia, July 4; Andania, July 18—both Cunard Line; Doric, July 12; Albertic, July 19; Laurentic, July 26—all White Star Line.

To London.—Beaverbrae, July 4; Beaverhill, July 11; Beaverford, July 18—all Canadian Pacific; Ascania, June 29 and July 25; Alaunia, July 4; Ausonia, July 11; Aurania, July 18—all Cunard Line; Megantic, White Star Line, July 10.

To Manchester.—Manchester Commerce, July 10; Manchester Citizen, July 17; a steamer, July 31—all Manchester Line.

To Newcastle and Leith.—Cairnross, July 11; Cairnglen (also calls at Dundee), July 25—both Cairn-Thomson Line.

To Southampton.—Metagama, July 3; Montcalm, July 5; Duchess of Atholl, July 18; Montclare, July 24—all Canadian Pacific; Megantic, White Star Line, July 10.

To Copenhagen and Baltic Ports.—A steamer, Scandinavian-American Line, July 15.

To Norwegian Ports.—Idefjord, Norwegian-American Line, July 12.

To South France and Italian Ports.—Vallarsa, June 29; Valreale, July 1; Valcerusa, July 8—all Lloyd Mediterraneo Italian Service.

To Havre.—Grey County, July 8; Brant County, July 19—both County Line.

To Hamburg.—Montcalm, July 5; Beaverhill, July 11; Montclare, July 24; Beaverburn, July 25—all Canadian Pacific; Hada County, County Line, July 25; Trier, July 5; Koeln, July 26—both North German Lloyd; Elmsborn, Hamburg-American Line, July 11.

To Bremen.—Trier, July 5; Koeln, July 26—both North German Lloyd.

To Rotterdam.—York County, June 30; Labelle County, July 10; King's County, July 25—all County Line.

To Bermuda, Santo Domingo, Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, Barbados, Grenada, Trinidad and Demerara.—Champlain, July 12; Colborne, July 26—both Canadian National.

To Hamilton, Nassau, Kingston and Belize.—Lady Somers, July 4; Cathcart (freight to Kingston only), July 11; Lady Rodney, July 18; Cavalier (freight to Kingston only), July 25—all Canadian National.

To Bermuda, St. Kitts, Antigua, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo.—Spica, July 11; Tyrifjord, July 25—both Ocean Dominion SS. Corp.

To Australian Ports.—Canadian Traveller, June 30; Canadian Leader, July 30—both Canadian National.

To New Zealand Ports.—Canadian Transporter, Canadian National, July 25.

To South African Ports.—Gaboorn, July 12; Mattawin, July 25 (also calls at West African and Portuguese East African ports)—both Elder Dempster Line.

To South American Ports.—Canadian Spinner, Canadian National, July 19.

To St. Pierre-Miquelon and St. John's, Nfld.—Rosalind, Furness-Red Cross Line, July 4 and 18.

To Cornerbrook, Nfld.—North Voyageur, Clarke SS. Co., June 30.

From Quebec

To Southampton.—Empress of Australia, July 2 and 23; Empress of Scotland, July 9 and 30; Empress of France, July 16—all Canadian Pacific.

From Halifax

To London.—Missouri, June 30; Mississippi, July 29—both Leyland Line.

To Liverpool.—Nova Scotia, July 12; Newfoundland, July 29—both Furness Line.

To *St. Pierre-Miquelon and St. John's Nfld.*—*Nerissa*, July 1, 15 and 29; *Fort St. George*, July 8 and 22—both *Furness-Red Cross Line*; *Nova Scotia*, July 12; *Newfoundland*, July 29—both *Furness Line*.

To *Bermuda, St. Kitts, Antigua, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo.*—*Italia*, July 3; *Spica*, July 17; *Tyrifjord*, July 31—all *Ocean Dominion*.

To *Kingston, Jamaica.*—*Cavelier*, June 30 and July 28; *Cathcart*, July 14—both *Canadian National*.

To *Bermuda, Santo Domingo, Porto Rico, St. Kitts, Antigua, Guadeloupe, Martinique, Barbados, Trinidad and Demerara.*—*Cornwallis*, July 3; *Champlain*, July 17; *Colborne*, July 31—all *Canadian National*.

To *Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.*—*Lady Drake*, July 11; *Lady Nelson*, July 25; *Lady Hawkins*, Aug. 8—all *Canadian National*.

To *Santiago (Cuba) and Kingston (Jamaica).*—*Caledonia*, July 9 and Aug. 7; *Ottar* (also calls at *Montego Bay* and other *Jamaica* outports), July 23—both *Pickford & Black*.

From St. John

To *Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.*—*Lady Drake*, July 3; *Lady Nelson*, July 17; *Lady Hawkins*, July 31—all *Canadian National*.

To *Port Said, Suez, Port Sudan, Aden, Mombasa (Kilindini), Tanga, Dar-es-Salaam, Rangoon and Calcutta.*—*City of Halifax*, *American* and *Indian SS.*, July 23.

From Vancouver

To *Yokohama, Kobe, Shanghai and Hongkong.*—*Empress of Asia*, July 24; *Empress of Canada* (also calls at *Honolulu*), Aug. 7—both *Canadian Pacific* (also call at *Manila*); *Korea Maru*, June 30; *Mishima Maru* (does not call at *Hongkong*), July 20; *Siberia Maru*, Aug. 1—all *Nippon Yusen Kaisha* (also call at *Moji*).

To *Shanghai, Hongkong and Manila.*—*Melville*, *American Mail Line*, July 18 (also calls at *Amoy, Iloilo and Zamboanga*).

To *Shanghai.*—*Pacific Commerce, Australian-B.C. Shipping Co. Ltd.*, June 30.

To *Yokohama, Kobe, Muke and Hongkong.*—*Protesilaus*, July 15; *Talthybius*, Aug. 5—both *Blue Funnel*.

To *Yokohama and Kobe.*—*Arizona Maru* (also calls at *Shanghai and Moji*), July 10; *London Maru* (also calls at *Dairen and Keelung*), July 15; *Manila Maru* (also calls at *Moji*), July 16; *Africa Maru*, Aug. 3; *Paris Maru* (also calls at *Dairen and Taku Bar*), Aug. 6—all *Osaka Shosen Kaisha*.

To *Auckland, Wellington, Lyttelton and Dunedin.*—*Golden Cross, Oceanic and Oriental Navigation Co.*, July 17.

To *Honolulu, Suva, Auckland and Sydney.*—*Aorangi*, *Canadian-Australasian Line*, July 23.

To *Napier, Lyttelton, Dunedin and New Plymouth.*—*Waikawa*, *Canadian-Australasian Line*, July 10 (also calls at *Bluff*).

To *Auckland, Wellington, Melbourne and Sydney.*—*Waiotapu*, *Canadian-Australasian Line*, July 1 (also calls at *Newcastle*).

To *Brisbane, Sydney, Newcastle, Melbourne and Adelaide.*—*A steamer*, in *July and August*—both *Transatlantic SS. Co. Ltd.*

To *Manchester.*—*East Lynn, Reardon Smith Line*, July 12.

To *Liverpool, Southampton, London and Rotterdam.*—*Nebraska*, July 3; *Delftdyk*, July 17; *Niecheroy*, July 30 (does not call at *Southampton*); *Loch Gail*, Aug. 14 (does not call at *Southampton*)—all *North Pacific Coast Line*.

To *Havre, Dunkirk, Bordeaux and Antwerp.*—*Oregon*, July 3; *Wisconsin*, Aug. 4—both *French Line*.

To *Hamburg, Bremen and Antwerp.*—*Vancouver*, July 8; *Seattle*, July 22; *Portland*, Aug. 5—all *Hamburg-American Line*.

To *Barcelona, Marseilles, Genoa, Leghorn, Naples, Venice and Trieste.*—*Leme*, July 26; *Feltre*, Aug. 23—both *Navigazione Libera Triestina*.

To *Santos, Rio de Janeiro, Buenos Aires, Montevideo, Rosario and Santa Fé.*—*Taranger*, July 12; *Hindanger*, Aug. 12—both *Westfal-Larsen*.

To *Capetown, East London, Durban and Lourenco Marques.*—*Crown City*, *B.C. Shipping Agencies Ltd.*, July.

To *Port of Spain (Trinidad) and Bridgetown (Barbados).*—*Lycia*, July 15 (also calls at *Georgetown and St. Georges, Grenada*); *Elmworth*, Aug. 25—both *Canadian Transport Co. Ltd.*

To *Puerto Colombia.*—*Point Sur*, July 14; *Point Arena*, July 26—both *Gulf Pacific Line*.

Note—Firms who desire information concerning ocean mail services may have their names placed on the mailing list of the *Post Office Weekly Bulletin* by applying to the *Post Office Department*.

CONDENSED LIST OF PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents.)
Canada-West Indies Conference (1920). (Price 25 cents.)
Canada-West Indies Conference Report (1925). (Price \$1.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 10 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada, \$3.50; single copies, 10 cents.
Czechoslovakia as a Market for Canadian Products (1927). (Price 25 cents.)
Denmark as a Market for Canadian Products (1926). (Price 25 cents.)
Empire Tariff Preferences on Canadian Goods. (Price 25 cents.)
French-Canadian Homespun Industry.
Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)
Invoice Requirements: Leaflets covering the following countries: Argentina; Australia; Belgium; Brazil; Chile; China; Colombia; Cuba; Denmark; Finland; France; Holland; India; Italy; Mexico; Netherlands East Indies; New Zealand; Peru; South Africa; Switzerland; Turkey; Uruguay; and Venezuela. (Free.)
Lumber Market of Japan (1926). (Price 25 cents.)
Map of the World showing Trade Routes. (1922 Edition.)
Markets of British Malaya (1923). (Price 25 cents.)
Markets of Central America (1929). (Price 25 cents.)
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price 25 cents.)
Peru as a Market for Canadian Products (1926). (Price 25 cents.)
Points for Exporters: Leaflets covering the following countries: Australia; Belgium; the Bahamas; Brazil; British Honduras; China; Colombia; Cuba; France; Hayti; Hongkong; India; Jamaica; Japan; Mexico; British Malaya and Siam; New Zealand; South Africa; British West Indies; Netherlands; and the United Kingdom. (Free.)
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)
Sweden as a Market for Canadian Products (1923). (Price 25 cents.)
Switzerland as a Market (1929). (Price 25 cents.)
Trade of the African Sub-Continent (1928). (Price 25 cents.)
Trade of the New Countries of Southeast Europe (1921). (Price 25 cents.)
Trading Opportunities in Scandinavia (1923). (Price 25 cents.)
Trade Possibilities of the Baltic States (1929). (Price 25 cents.)
Trading with Colombia and Venezuela (1928). (Price 25 cents.)
Trading with Egypt (1921). (Price 25 cents.)
Trading with Greece (1921). (Price 25 cents.)
Trading with Spain (1926). (Price 25 cents.)
West Africa and its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.

Census of Canada.

Miscellaneous Statistics respecting the following: Business; Education; Employment; Finance (Provincial and Municipal); Justice; Transportation, including railways and tramways, express, telegraphs, telephones, water, etc.; Production, including agriculture, furs, fisheries, forestry, mining, construction and manufactures; Vital: Births, deaths, marriages, divorce.

Canada, 1930.

Year Book of Canada.

Report of the Dominion Statistician, Annual.

Trade (External) (Imports and Exports), Annual, Quarterly and Monthly.

Trade (Internal), Prices, cost of living, capital movements, etc.

CANADIAN GOVERNMENT TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, B. Mitre 430, Buenos Aires. (Territory includes Chile and Uruguay.) *Cable Address, Canadian.*

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

Commercial Agent: B. Millin, The Royal Exchange, Sydney, N.S.W.

Belgium

Jean J. Guay, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.* (Territory includes Roumania, Bulgaria, Hungary.)

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Ed. Da "A Noite," Sala 802, Praca Maua. *Cables, Canadian.*

British West Indies

Trinidad: R. T. Young. Address for letters—P.O. Box 125, Port of Spain. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*

Jamaica: F. W. Fraser, P.O. Box 225, Kingston. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, the Bahamas and British Honduras.) *Cable Address, Canadian.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—Daily News Building, 17 The Bund, Shanghai. *Cables, Canadian.*

Cuba

James Cormack. Address for letters—Apartado 1945. Office Address: Calle Obrapia 35, Havana, Cuba. (Territory includes San Domingo and Porto Rico.) *Cable Address, Canadian.*

France

Hercule Barré, 3 rue Scribe, Paris (9). (Territory includes French Colonies in North Africa, Egypt, Palestine, Syria.) *Cable Address, Cancomac.*

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Canadian.* (Territory covers Germany—except the Rhine Valley—Czechoslovakia, Austria, Poland, Esthonia, Latvia, Lithuania and Soviet Russia.)

Greece

Henri Turcot, 8 Metropole Street, Athens. (Territory includes Turkey.) *Cable Address, Canadian.*

Hongkong

Paul Sykes—P.O. Box 80. Office—Exchange Building, Hongkong. Territory includes South China, the Philippines, British North Borneo, and Indo-China. *Cable Address, Canadian.*

India and Ceylon

Richard Grew, P.O. Box 2003, office, 8 Esplanade Mansions, Government Place East, Calcutta. *Cable Address, Canadian.*

Irish Free State

J. H. English, 66 Upper O'Connell street, Dublin. *Cable Address, Canadian.*

Italy

A. B. Muddiman, Via Manzoni Nr. 5—Milan (102). *Cables, Canadian.* Territory includes Spain, Portugal, Gibraltar, Canary Islands, Malta, Italian Colony in Africa, Albania, Jugoslavia, and Cyprus.)

NOTE.—Bentley's Second Phrase Code is used by Canadian Trade Commissioners.

Japan

Tokyo: J. A. Langley, Commercial Secretary. Address for letters, P.O. Box F. 101, Tokyo Central. Office, Imperial Life Assurance Building, Marunouchi, Tokyo. *Cables, Canadian.* Kobe: Acting Trade Commissioner. Address for letters, P.O. Box 230. Office, Chamber of Commerce Bldg., Kobe. *Cables, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. (Territory includes Central American Republics.) *Cable Address, Cancoma.*

Netherlands

J. C. Macgillivray, Beursplein 26B, Rotterdam. (Territory includes the Rhine valley and Switzerland.) *Cable Address, Canadian.*

Netherlands East Indies

G. R. Heasman, P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Yorkshire House, Shortland street, Auckland. *Cable Address, Canadian.*

Norway

F. H. Palmer, Jernbanetorget 4, Oslo. (Territory includes Scandinavian countries and Finland.) *Cable Address, Canadian.*

Panama

J. A. Strong, P.O. Box No. 222, Panama City. (Territory includes Venezuela and Colombia.) *Cable Address, Canadian.*

Peru

G. R. Stevens, Casilla 1212, Lima. Office, Calle Coca, 478. (Territory includes Bolivia and Ecuador.) *Cable Address, Canadian.*

South Africa

C. S. Bissett, P.O. Box 683. Office, Westminster House, Adelderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

London: Harrison Watson, Canadian Building, Trafalgar Square, S.W. 1, England. *Cable Address, Sleighing, London.*

London: J. Forsyth Smith, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C. 2. *Cable Address, Canfrucum.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany and Spain.)

Liverpool: Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street, *Cable Address, Canadian.*

Bristol: Douglas S. Cole, Sun Building, Clare street. *Cable Address, Canadian.*

Glasgow: Gordon B. Johnson, 200 St. Vincent Street, Scotland. *Cable Address, Cantracom.*

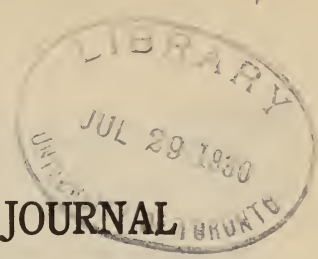
United States

New York City: Frederic Hudd, 44 Whitehall street. (Territory covers New England, Atlantic seaboard states, Pennsylvania; also the Bermudas.) *Cables, Cantracom.*

Chicago: R. S. O'Meara, Willoughby Tower, 8 S. Michigan Avenue. (Territory covers the Middle West and the Mississippi Valley.) *Cables, Canadian.*

San Francisco: H. R. Poussette, Suite 405, Alaska Commercial Building, 310 Sansome St. (Territory covers the Pacific seaboard and Rocky Mountain states.)

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INDEX

TO THE COMMERCIAL INTELLIGENCE JOURNAL

FOR THE
SIX MONTHS ENDING JUNE, 1930
Nos. 1353 to 1378
VOL. XLII

	PAGE		PAGE
Advertising		Apples (Fresh)	
Brazil, conditions in.....	314	Argentina, market for Canadian in	1004
Agricultural Implements and Machinery		Australia, crop prospects.....	610
Australia, exports.....	898	China, Manchuria, imports.....	119
imports.....	894	Great Britain, imports in 1928..	4
Bulgaria, market.....	228	Netherlands, market.....	741
China, imports into Manchuria..	195	Sweden, imports.....	556
Colombia, imports.....	139	Argentina	
Germany, imports.....	810, 911	Apples (fresh), market for Canadian.	1004
Great Britain, imports in 1928..	60	Blankets, market for.....	919
Greece, Canadian exports to.....	297	British Empire Trade Exhibition at	
market.....	291	Buenos Aires.....	837
India, market.....	533	Business conditions.....	770, 829
Malta, market.....	735	Codfish, market for.....	938
Netherlands, imports.....	876	Crop conditions.....	829
Portugal, new tariff.....	265	Exports.....	305
Russia, imports from Canada.....	910	Fish, market for.....	935
Venezuela, market.....	834	Foreign trade.....	830
Agriculture		Fruit (canned), market for.....	872
British West Indies, Grenada, in-		Handles, market for pick and axe..	774
dustrial in.....	622	Herrings, market for.....	938
Great Britain, import statistics of pro-		Oil burners, market for.....	707
ducts.....	278	Prospects for Canadian goods in..	773
India, industry in.....	529, 577, 624	Reports of Acting Trade Commis-	
Irish Free State, conditions in.....	656	sioner O. M. Armstrong, Buenos	
Aircraft		Aires:	
China, market in South.....	665	April 22, 1930.....	770, 829
Honkong, market.....	665	April 30, 1930.....	935
Air Services		May 7, 1930.....	1004
Colombia, operation in.....	25	Reports of Assistant Trade Commis-	
Panama.....	78	sioner H. W. Brighton, Buenos	
Venezuela.....	748	Aires:	
Aluminum		April 10, 1930.....	707
China, Manchuria, imports.....	117	April 14, 1930.....	743
Ammunition		April 23, 1930.....	774
China, certificate required for im-		April 30, 1930.....	837
ports.....	794	May 7, 1930.....	872
Apparel		May 16, 1930.....	919
Belgium, market for workmen's in..	584	Salmon, market for canned.....	937
China, imports into Manchuria..	194	market for frozen.....	935
Apples (Canned and Evaporated)		Sardines, market for.....	937
Germany, imports from Canada.....	908	Stoves, market for gas.....	743
Great Britain, market for gallon in		Vegetables, market for canned..	872
Scotland.....	492	Water heaters, market for gas....	744
market in Liverpool.....	943	Asbestos	
Russian competition in gallon.....	654	Great Britain, imports in 1928..	6
Netherlands, imports in 1929.....	741	Italy, imports.....	961
		Malta, market.....	734
		Asphalt	
		Cuba, production.....	302

Australia	PAGE	Australia—Con.	PAGE
Agricultural implements, exports..	898	Rubber, imports..	993
imports..	894	Rubber goods, imports..	992, 993
Apples, crop prospects..	610	Sheep, export of stud prohibited..	151
Belting, imports..	994	Sugar, production of..	151
Bicycles, imports..	940	Tariff, changes in..	33, 160, 1008
Box shooks, duty reduced on..	445	customs duties deferred..	265, 840
Business conditions..	100, 209, 417, 608, 761	surtax and import prohibitions..	561
Cotton growing in..	254	Timber, duty changed..	989
Exports..	465, 806	imports..	989
Exports to Canada..	858	Trade, review of in 1928-29..	802, 856, 893, 939, 988
Fish, imports..	325, 988	Trade with Canada compared..	856
imports of canned..	988	Trade with United States..	860
industry..	324	Twine, imports of binder and cordage..	897
Food prices in..	691	Whaling industry in..	691
Footwear, imports..	993	Wheat, production of..	255, 396
imports of rubber..	992	exports..	255
Foreign trade..	802	Wine, production in..	396
Fruit, production of citrus..	861	Wood, imports of articles of..	990
Furniture, imports..	990		
Grapes, shipment to Vancouver of..	693	Aviation	
Imports..	465, 803, 893, 939	Cuba, development in..	519
Imports from Canada..	857	India..	290
Imports, restrictions on..	764	Mexico..	172
Meats, exports of refrigerated..	550	Netherlands..	554
Motor vehicles, imports..	939		
trade in..	254	B	
Musical instruments, imports..	991	Bacon and Hams	
New South Wales, bridge construction at Sydney Harbour..	151	China, imports into Manchuria..	118
building trade at Sydney..	692	market in South..	111
industrial troubles in..	254	Great Britain, imports in 1929..	687
mineral production..	550	market in North of England..	983
Motor Show at Sydney..	395	trade of North of England in 1929..	281
rice, crop prospects..	692	Hongkong, market..	111
production of..	150	Irish Free State, imports..	252, 986
Royal Agricultural Society's Show at Sydney..	861	imports of Canadian..	253
wool sales at Sydney..	152, 550, 862	production and exports..	251
Oil shales, production from..	692	use of preservatives regulations..	253
Paper, imports..	941	Bahamas	
imports from Canada..	941	See British West Indies	
Pearl and pearl shell fishing industry in..	396	Banks	
Population..	691	British West Indies, Bahamas..	496
Reports of Trade Commissioner D. H. Ross, Melbourne:		China, connections in South..	155
January 9, 1930..	209	Hongkong..	155
February 20, 1930..	417	Venezuela..	750
March 19, 1930..	608	Barbados	
April 24, 1930..	761, 802, 856, 893, 939, 988	See British West Indies	
Reports of C. Hartlett, Office of the Trade Commissioner, Melbourne:		Barley	
November 28, 1929..	33	Czechoslovakia, restriction on products..	634
December 11, 1929..	100	Germany, duty changed..	594
December 19, 1929..	160	Great Britain, imports in 1929..	615
January 8, 1930..	265	Netherlands, imports..	835
January 30, 1930..	324	Batteries (Motor Car)	
February 20, 1930..	465	China, market in South..	696
March 19, 1930..	610	Greece, market..	329
April 16, 1930..	764	Hongkong, market..	696
Reports of Commercial Agent B. Millin, Sydney:		Beeswax	
December 12, 1929..	150	Great Britain, market..	901
January 9, 1930..	254	Belgium	
February 6, 1930..	395	Antwerp Fair, Canadian participation in..	197
March 6, 1930..	550	Apparel, market for workmen's..	584
April 3, 1930..	691	Chocolate and Cocoa Manufacturers' Congress at Antwerp..	327
May 1, 1930..	861	Flour, import regulations..	483

Belgium—Con.	PAGE	Brazil—Con.	PAGE
Fruit (preserved), regulations.. . . .	379	Imports in 1929.. . . .	589
International Commercial Fair at Brussels.. . . .	196	Iron and steel, duties on products..	189
Musk rats, import prohibition pro- posed.. . . .	429	imports of manufactures.. . . .	144, 185
Report of Trade Commissioner Jean J. Guay, Brussels:		situation of industry.. . . .	142
March 12, 1930.. . . .	584	Railway accessories, imports.. . . .	144
Vegetables (preserved), regulations.	379	Reports of Trade Commissioner A. S. Bleakney, Rio de Janeiro:	
Wheat, import regulations.. . . .	483	December 10, 1929.. . . .	142, 185
		February 4, 1930.. . . .	314
Belting		February 18, 1930.. . . .	398
Australia, imports.. . . .	994	March 15, 1930.. . . .	517
China, imports of leather into Man- churia.. . . .	119	March 18, 1930.. . . .	551, 589
Bermudas		Wire, imports of barbed.. . . .	146
See British West Indies		British Empire	
Bicycles		Rubber, trade in manufactures of...	646
Australia, imports.. . . .	940	Trade since 1913.. . . .	456
China, imports of and parts into Man- churia.. . . .	117	British Guiana	
Birch		See British West Indies	
Great Britain, market in 1929.. . . .	286	British Malaya	
market in 1929 for planks.. . . .	286	Business conditions.. . . .	70, 490, 741
Netherlands, imports of logs and lumber.. . . .	837	British North Borneo	
Biscuits		Tariff preferences on Canadian goods.	68
China, imports into Manchuria.. . .	118	British West Indies	
Blankets		Bahamas, banking.. . . .	496
Argentina, market.. . . .	919	communications with.. . . .	495
Boats		exports.. . . .	500
Great Britain, market for model sail- ing.. . . .	426	foreign trade in 1928.. . . .	496
Bolivia		imports.. . . .	497
Flour, market for.. . . .	606	production.. . . .	494
Tin, production of.. . . .	229	Barbados, customs tariff amendment proposed.. . . .	522
Wheat, market for.. . . .	604	sugar crisis effect.. . . .	656
Boots and Shoes		surtax continues.. . . .	633
China, imports of rubber into Man- churia.. . . .	117	Bermudas, British preferential tariff increased.. . . .	793
Germany, imports of rubber.. . . .	810	British Guiana, butter, market for..	905
Great Britain, imports of rubber.. . .	63	cheese, market for.. . . .	905
Malta, market.. . . .	734	exchange rates on Canadian and United States funds.. . . .	867
See also Footwear.		exports, 1929.. . . .	904
Bottles		flour, imports.. . . .	906
South Africa, tariff.. . . .	162	financial conditions.. . . .	867
Boxes		imports in 1929, preliminary state- ment.. . . .	363, 904, 905
South Africa, market for orange in.	427	imports in 1929, detailed.. . . .	952
Box Shooks		points for exporters to.. . . .	995
Australia, duty reduced.. . . .	445	postage, parcel from Canada.. . . .	998
Bran		salt, imports.. . . .	903
Germany, duty changed.. . . .	594	tariff changes.. . . .	121, 968
New Zealand, and pollard duties re- moved.. . . .	409	tea, market for Canadian blended..	906
See also Wheatfeed		trade in 1929.. . . .	903
Brazil		preliminary review of.. . . .	363
Advertising in.. . . .	314	Candles, market for.. . . .	501
Business conditions in 1929.. . . .	551	Climate.. . . .	996
Coal, situation of industry.. . . .	143	Currency.. . . .	998
Codfish, market for.. . . .	517	Exchange rates on Canadian and United States funds.. . . .	867
Fish, market for and products.. . . .	398	Grenada, agriculture in.. . . .	622
		imports in 1929.. . . .	787
		sugar duties decreased.. . . .	378
		trade figures for 1929.. . . .	787
		Industries.. . . .	996

British West Indies—Con.

PAGE

Jamaica, direct shipment to obtain tariff preference..	595
invoice requirements..	303
laundry machinery, market for.. . .	1000
plant regulations..	1009
potatoes, market for..	63
Reports of Trade Commissioner F. W. Fraser, Kingston:	
December 17, 1929..	63
January 24, 1930..	219
January 30, 1930..	303
March 14, 1930..	494
Sugar Industry Aid Law..	162, 219
tenders for Government railway shed..	198
Leeward Islands, designs, trade marks and patents..	561
Points for exporters to Eastern group.	995
Postage, parcel from Canada.. . . .	998
weight limit for parcels increased.	755
St. Lucia, business conditions.. . . .	868
imports and exports..	870
sugar, duties and prices..	673
St. Vincent, tea, import regulations..	203
trade in 1929..	821
Shipping services..	1000
Sugar, crisis in industry..	620
Tariff regulations..	998
Tea, import regulations..	82
Topography..	996
Trinidad, business conditions.. . . .	397, 868
catalogues and price lists wanted..	658
fish, market for preserved..	63, 364
gas company to operate in Port of Spain..	657
income tax returns..	907
market conditions..	467
Reports of Trade Commissioner R. T. Young, Port of Spain:	
February 7, 1930..	363
February 15, 1930..	364
February 24, 1930..	397
February 27, 1930..	467
March 15, 1930..	501
March 24, 1930..	561
March 26, 1930..	622
March 27, 1930..	620
April 1, 1930..	657
April 7, 1930..	656, 744
April 11, 1930..	787
May 8, 1930..	821
May 14, 1930..	903, 952
May 15, 1930..	867
May 16, 1930..	868
May 19, 1930..	868
May 20, 1930..	867
May 23, 1930..	907
June 6, 1930..	994, 995
saccharine, imports prohibited.. . .	562
sugar, duty doubled..	562
duties increased on refined.. . . .	714
Government assistance to industry tariff, increases in..	994
list of goods dutiable on first importation..	880
tea, import regulations..	121
	203

Brooms

PAGE

Great Britain, market..	20
---------------------------------	----

Brushes

Malta, market for paint..	735
-----------------------------------	-----

Bulgaria

Agricultural machinery, market for..	228
--------------------------------------	-----

Butter

British West Indies, British Guiana, market..	905
China, imports into Manchuria.. . .	118
Cuba, imports..	1010
Malta, market..	660
Switzerland, certificate of origin required..	634

Buttermilk

Great Britain, market for semi-solid and powdered..	820
Italy, market..	584

C**Cabinets**

Great Britain, market for kitchen in..	653
--	-----

Calcium Carbide

Venezuela, imports..	834
------------------------------	-----

Canada

Assistance rendered by Canadian Trade Commissioners..	200
British Trade Commissioners in..	234, 410, 879
Changes in Consular list..	511, 616, 788, 879, 987
Exports to the United States under three tariffs..	140, 288, 440, 602, 768, 950
Summary of trade by months.. . . .	7, 182, 320, 450, 714, 850
What the Canadian exporter can do for the Trade Commissioner..	80, 198

Candles

British West Indies, market..	501
---------------------------------------	-----

Canned Goods

Great Britain, imports in 1929.. . . .	687
industry..	54
Irish Free State, market..	949
Norway, market..	703
Venezuela, market..	832

Carborundum

Great Britain, imports in 1928.. . . .	6
--	---

Cardboard

Great Britain, imports of and paste-board..	62
---	----

Cards

Great Britain, market for Christmas and motto..	104
---	-----

Catalogues and Quotations

British West Indies, Trinidad, request for..	658
Chile, request for..	507, 553
Greece, furnishing Athens office.. . .	444

Cattle

Great Britain, shipment from South Africa to..	359
--	-----

Cedar

Great Britain, market..	727
---------------------------------	-----

Central America	PAGE	China—Con.	PAGE
Postage, rate for letters.. . . .	333	Leather, market in South for.. .	695, 875
weight limit for parcels increased..	755	Manchuria, area and population of	
Cereal Foods		South.. . . .	28
Great Britain, imports in 1928.. .	3	boundaries, geographical and trad-	
Malta, market.. . . .	660	ing of South.. . . .	27
Cereals		crop production in 1929.. . . .	521
Finland, duties increased.. . . .	306	Dairen, importance of port.. . . .	28
Chairs		imports in 1928:	
Great Britain, market.. . . .	984	agricultural machinery.. . . .	195
Cheese		aluminium.. . . .	117
British West Indies, British Guiana,		apparel.. . . .	194
market.. . . .	905	apples (fresh).. . . .	119
China, imports into Manchuria.. .	118	bacon and hams.. . . .	118
market.. . . .	112	belting (leather).. . . .	119
market in South.. . . .	112	bicycles and parts.. . . .	117
Colombia, imports.. . . .	138	biscuits.. . . .	118
Cuba, imports.. . . .	1010	boots and shoes (rubber).. .	117, 194
France, market for loaf in.. . . .	737	butter.. . . .	118
Germany, imports from Canada.. .	907	cheese.. . . .	118
Great Britain, imports in 1929.. .	686	chemicals.. . . .	119
market in Liverpool.. . . .	819	chocolate.. . . .	119
trade in 1929.. . . .	281	confectionery.. . . .	119
Hongkong, market.. . . .	112, 695	electrical goods.. . . .	194
Malta, market.. . . .	661	flour.. . . .	116
Tunisia, market.. . . .	192	hardware and tools.. . . .	194
Chemicals		herring.. . . .	118
China, imports into Manchuria.. .	119	leather.. . . .	119
Great Britain, imports in 1928.. .	61	macaroni and vermicelli.. . .	119
Malta, market.. . . .	734	machinery.. . . .	194
Chile		metals.. . . .	117
Catalogues and quotations wanted..	449, 507, 553	milk (condensed).. . . .	118
Documentation of shipments for.. .	791	minerals.. . . .	117
Fruit, promotion of industry.. . .	290	motor vehicles.. . . .	117
Housing schemes in.. . . .	306	paints and varnishes.. . . .	119
China		paper.. . . .	116
Aircraft, market in South for.. . .	665	provisions.. . . .	118
Ammunition, certificate required for		railway accessories.. . . .	195
imports.. . . .	794	rubber products.. . . .	194
Area and population of North.. . .	29	shooks (cask).. . . .	195
Bacon and hams, market in South for.	111	sulphate of ammonia.. . . .	117
Banks in South.. . . .	155	timber.. . . .	117
Batteries, market in South for motor		tires.. . . .	117, 194
car.. . . .	696	tubes (inner).. . . .	194
Business conditions.. . . .	114, 226, 666	imports in 1928, detailed.. . .	116, 194
Business conditions in South.. . .	72, 694	shipping routes to.. . . .	196
Cheese, market for.. . . .	112	trade of treaty ports.. . . .	115
market in South for.. . . .	112	trading methods.. . . .	195
Climate in South.. . . .	152	trading methods in South.. . .	28
Currency in South.. . . .	154	transportation to South.. . . .	30
Flour, market in South for.. . .	71, 467, 695	Newspapers, market in South for	
taxation in South.. . . .	71	waste.. . . .	918
Foodstuffs, market in South for Cana-		Packing of shipments to South.. .	155
dian.. . . .	467	Points for exporters to South.. .	152
Foreign trade of South.. . . .	152	Ports in North.. . . .	29
Ginseng, market for.. . . .	520	Postage rates for parcels and letters.	156
Herring, market in South for dried		Quotations for and selling terms in	
salted.. . . .	468	South.. . . .	155
Imports in 1929.. . . .	982	Radio equipment, market for.. . .	711
Imports into North in 1928, detailed		Railway accessories, market in South	
	116, 194	for.. . . .	915
Industries in South.. . . .	152	Railways, construction in South.. .	915
Jams and marmalades, market in		facilities in North.. . . .	29
South for.. . . .	916	Reports of Trade Commissioner L.	
		M. Cosgrave, Shanghai:	
		November 15, 1929.. . . .	27, 115, 194
		December 20, 1929.. . . .	114
		January 9, 1930.. . . .	226

China—Con.	PAGE	Colombia—Con.	PAGE
Reports of Trade Commissioner L. M. Cosgrave, Shanghai—Con.		Fish, imports of canned.. . . .	137
January 15, 1930.. . . .	266	Flour, imports.. . . .	138
January 25, 1930.. . . .	374	Foreign trade in 1927.. . . .	135
March 1, 1930.. . . .	520	Fruits (canned), imports.. . . .	137
April 3, 1930.. . . .	666	Imports in 1927.. . . .	136
April 11, 1930.. . . .	711	Canada's share of.. . . .	137
Report of Assistant Trade Commissioner W. J. Riddiford, Shanghai:		detailed.. . . .	137
December 6, 1929.. . . .	112	Language.. . . .	26
Report of Assistant Trade Commissioner B. A. Macdonald, Shanghai:		Leather, imports of unmanufactured.. . . .	139
May 29, 1930.. . . .	982	Lumber, imports.. . . .	139
Representation in South.. . . .	154	Machinery, imports of railway and road.. . . .	139
Routing Canadian shipments to South	155	Mail service in.. . . .	26
Samples, provision of in South.. . . .	154	Motor vehicles, imports.. . . .	139
Sausages, market in South for tinned.. . . .	112	Packing for.. . . .	25
Shipping routes to North.. . . .	196	Points for exporters to.. . . .	24
Tariff, duties payable in gold.. . . .	162	Potatoes, imports.. . . .	138
import duty basis changed.. . . .	266	Quotations for.. . . .	26
Tongues, market in South for tinned.. . . .	112	Representation in.. . . .	27
Trade of treaty ports in North.. . . .	115	Tariff.. . . .	25
Trading methods in North.. . . .	30, 195	Timber, imports.. . . .	139
Transportation to North.. . . .	30	Tires, imports.. . . .	139
Wheat, market conditions.. . . .	374	Vegetables (canned), imports.. . . .	137
		Weights and measures.. . . .	26
		Wheat, imports.. . . .	138
Chocolate		Confessionary	
Belgium, congress of manufacturers at Antwerp.. . . .	327	China, imports into Manchuria.. . . .	119
China, imports into Manchuria.. . . .	119	Construction Materials	
Chocolates		Venezuela, imports.. . . .	833
Malta, market.. . . .	661	Copper	
Cider		Great Britain, imports of ore in 1928.. . . .	6
Great Britain apple imports in 1928.. . . .	5	Corsets	
Clams		Great Britain, imports in 1928.. . . .	61
Great Britain, no market in North of England.. . . .	150	Costa Rica	
Clearance Notes		Business conditions.. . . .	934
Portugal, tax abolished.. . . .	266	Invoice requirements and consular regulations.. . . .	967
Clover Seed		Cost of Living	
Great Britain, market for red in North of England.. . . .	216	Cuba.. . . .	519
Coal		Netherlands, reduction in.. . . .	555
Brazil, situation of industry in.. . . .	143	Cotton	PAGE
Codfish		Australia, production.. . . .	254
Argentina, market.. . . .	938	Great Britain, depression of trade.. . . .	287
Brazil, market.. . . .	517	Peru, imports of goods.. . . .	365
Cuba, imports.. . . .	75, 1010	Crab	
Great Britain, market for boneless in.. . . .	103	Japan, exports of canned.. . . .	982
Italy, imports.. . . .	960	pack of canned in 1929.. . . .	632
Portugal, duty changed.. . . .	233	Crates	
Colombia		Great Britain, market for milk bottle in.. . . .	726
Agricultural machinery, imports.. . . .	139	Crops	
Air services in.. . . .	25	Argentina, conditions.. . . .	829
Area and population.. . . .	24	India, production.. . . .	624
Business conditions.. . . .	133	Norway, prospects.. . . .	1005
Cheese, imports.. . . .	138	Cuba	
Communications with the interior.. . . .	25	Asphalt, production of.. . . .	302
Credits.. . . .	27	Aviation.. . . .	519
Currency.. . . .	26	Business conditions.. . . .	222, 517
Documentation.. . . .	26	Butter, imports.. . . .	1010
Exports in 1927.. . . .	136	Cheese, imports.. . . .	1010
		Codfish, imports.. . . .	75, 1010
		Cost of living in.. . . .	519
		Eggs, imports.. . . .	223, 1010

Cuba—Con.	PAGE
Fish, duties on imports of dried.. . . .	74
duty increased.. . . .	970
market for dried.. . . .	72, 190, 401, 479
Foodstuffs, tariff revised on.. . . .	1009
Foreign trade in 1928.. . . .	558
Garlic, tariff increased on.. . . .	378
Herring, imports.. . . .	75
Imports from Canada.. . . .	558
Milk (condensed), imports.. . . .	1010
Milk (evaporated), imports.. . . .	1010
Onions, tariff increased on.. . . .	378
Pork, imports of cured.. . . .	1010
Potatoes, duty exemption on seed.. . . .	233
market conditions in Havana.. . . .	189
market for Canadian seed.. . . .	517
Poultry, imports.. . . .	223
Reports of Trade Commissioner James Cormack, Havana:	
December 14, 1929.. . . .	72
January 10, 1930.. . . .	189
January 17, 1930.. . . .	190
January 20, 1930.. . . .	222
January 27, 1930.. . . .	223
February 4, 1930.. . . .	302
February 25, 1930.. . . .	401
March 7, 1930.. . . .	517
March 15, 1930.. . . .	558
April 10, 1930.. . . .	671
April 15, 1930.. . . .	708
April 30, 1930.. . . .	870
Reports of Enrique Heymann, Office of the Trade Commissioner, Havana:	
March 15, 1930.. . . .	479
June 1, 1930.. . . .	1009
Currency	
British West Indies.. . . .	998
China, situation in South.. . . .	154
Colombia.. . . .	26
Hongkong.. . . .	154
Panama.. . . .	76
Peru, change in monetary unit.. . . .	298
Philippine Islands.. . . .	825
Venezuela.. . . .	750
Cyprus	
Tariff preferences on Canadian goods.. . . .	66
Czechoslovakia	
Barley, restriction on products.. . . .	634
Flour, imports from Canada.. . . .	852
new duty proposed.. . . .	634
Grain, imports.. . . .	854
new duty proposed.. . . .	634
Miscellaneous manufactures, imports from Canada.. . . .	911
Rags, imports from Canada.. . . .	910
Rye, restriction on products.. . . .	634
Tobacco, duty on.. . . .	191
imports of leaf in 1928.. . . .	191
industry.. . . .	191
D	
Dairy Produce	
Venezuela, market.. . . .	832
Denmark	
Business conditions in 1929.. . . .	369
Exports in 1929.. . . .	436

Denmark—Con.	PAGE
Foreign trade in 1929.. . . .	436
Imports in 1929.. . . .	438
Separators, market for storage battery.. . . .	670
Documentation	
Chile.. . . .	791
Colombia, requirements in.. . . .	26
Panama.. . . .	77
Peru, visa charges increased.. . . .	633
Venezuela.. . . .	749
Dominican Republic	
Agencies in.. . . .	671
Doors	
South Africa, duty changed.. . . .	522
Douglas Fir	
Great Britain, market in North of England in 1929.. . . .	286
Malta, market.. . . .	734
Netherlands, imports.. . . .	836
Dowels	
Great Britain, market.. . . .	855
Drugs and Medicines	
Germany, market.. . . .	908
Venezuela, market.. . . .	833
E	
East Africa (British)	
Business conditions.. . . .	694
Shipping, new route to.. . . .	889
Ecuador	
Annual Trade Fair.. . . .	480
Flour, market for.. . . .	605
Wheat, market for.. . . .	604
Eels	
Netherlands, imports in 1929.. . . .	740
Eggs	
Cuba, imports.. . . .	223, 1010
Great Britain, market.. . . .	460, 493
trade in North of England.. . . .	267
Egypt	
Tariff, new customs.. . . .	122, 306
Tires, duty on rubber.. . . .	233
Electrical Appliances and Supplies	
Irish Free State, customs duties and import regulations.. . . .	98
imports in 1927 and 1928.. . . .	52
market.. . . .	89
Netherlands, imports.. . . .	577
Venezuela, market.. . . .	834
Electricity	
Great Britain, scheme in Northeast England.. . . .	360
Irish Free State, development in pro- duction and use.. . . .	43
Elm	
Great Britain, market for rock.. . . .	575
El Salvador	
Business conditions.. . . .	933
Invoice requirements and consular regulations.. . . .	965
Excelsior	
Great Britain, market.. . . .	572

Exchange	PAGE	Fish—Con.	PAGE
Argentina, rates.. . . .	830	France, market.. . . .	469
British West Indies, rates on Canadian and United States funds..	367	Germany, imports.. . . .	908
Italy, situation in.. . . .	962	Great Britain, market in Northern Ireland.. . . .	900
New Zealand, rates.. . . .	731	Irish Free State, imports in 1929.. . .	987
rates revised in.. . . .	733	industry in 1929.. . . .	393
Exhibitions and Fairs		Japan, industry in.. . . .	724
Argentina, British Empire Trade Exhibition at Buenos Aires.. . . .	837	Malta, market.. . . .	661
Australia, New South Wales, Royal Agricultural Society's Show at Sydney.. . . .	861	Netherlands, market.. . . .	739
Belgium, Antwerp Fair, Canadian participation in.. . . .	197	Netherlands East Indies, market for canned in.. . . .	386
International Commercial Fair at Brussels.. . . .	196	United States, duty on from high seas. market for Canadian in New York City.. . . .	841 642
Ecuador, Annual Trade Fair.. . . .	480	Fish Meal	
Germany, Fur and Hunting Exhibition at Leipzig.. . . .	376	Germany, imports.. . . .	908
Leipzig Spring Fairs.. . . .	504	market.. . . .	668
Great Britain, Bristol-Canada Week, success of.. . . .	463	Japan, industry.. . . .	726
British Industries Fair (Birmingham).. . . .	430	Netherlands, market.. . . .	740
British Industries Fair (London)..	462	Flax Straw	
Canada Week in Glasgow.. . . .	841	Great Britain, market in Northern Ireland.. . . .	899
Canadian participation in.. . . .	218, 654	Flour	
Empire Week in Belfast.. . . .	900	Belgium, import regulations.. . . .	483
Grocers' at Birmingham.. . . .	304	Bolivia, market.. . . .	606
Grocers' exhibitions in United Kingdom.. . . .	547	British West Indies, British Guiana, imports.. . . .	906
Ideal Home Exhibition at London..	841	Canadian exports to Central European countries.. . . .	853
Irish Free State, Spring Show at Dublin.. . . .	838	China, imports into Manchuria.. . .	116
F		market in South.. . . .	467, 695
Feeding Stuffs		situation of trade in South.. . . .	71
Germany, imports.. . . .	809	tax in South.. . . .	71
Norway, imports.. . . .	372	Colombia, imports.. . . .	138
Fiji		Czechoslovakia, imports from Canada. new duty proposed.. . . .	852 634
Tariff preference on Canadian goods..	66	Ecuador, market.. . . .	605
Films		France, tariff increased.. . . .	840
Japan, imports from Canada.. . . .	261	Germany, duty changed.. . . .	522
Finance		imports from Canada.. . . .	851
British West Indies, British Guiana, conditions.. . . .	867	new duties.. . . .	11, 377, 594, 752, 633
St. Lucia, conditions.. . . .	868	new duty proposed.. . . .	483
New Zealand, conditions.. . . .	863	Great Britain, imports.. . . .	250, 650
Finland		market in 1929.. . . .	249, 944
Cereals, duties increased on.. . . .	306	market in Northern Ireland.. . . .	546, 399
Paper, exports.. . . .	507	Greece, import regulations.. . . .	122
Tariff, new supplementary agreement with Germany.. . . .	14	quality regulations.. . . .	881
Timber, exports.. . . .	507	tariff changed.. . . .	673, 794
Fish		Hongkong, market for Canadian..	467, 695
Argentina, market.. . . .	935	Irish Free State, imports in 1929.. . .	987
Australia, imports.. . . .	325, 988	Italy, tariff increased.. . . .	922
industry in.. . . .	324	Malta, market.. . . .	661
Brazil, market for and products.. . .	398	Netherlands, imports.. . . .	835
British West Indies, Trinidad, market for preserved in.. . . .	63, 364	Netherlands East Indies, market.. . .	777
Colombia, imports of canned.. . . .	137	Peru, market.. . . .	606
Cuba, duties on imports of dried.. . .	74	South Africa, duty increased.. . . .	202, 482
duty increased.. . . .	970	new quality regulations.. . . .	335
market for dried in Havana.. . . .	72,	Spain, import prohibition.. . . .	841, 969
190, 401, 479		Venezuela, imports.. . . .	832
		Foodstuffs	
		Australia, prices.. . . .	691
		China, market for Canadian in South	467
		Cuba, tariff revised.. . . .	1009
		Germany, imports.. . . .	808
		Great Britain, imports.. . . .	459
		Hongkong, market for Canadian in..	467

Foodstuffs—Con.	PAGE	Furs	PAGE
Italy, imports..	921	Germany, exhibition at Leipzig.. . .	376
Venezuela, imports..	833	imports from Canada..	910
Footwear		Great Britain, imports of raw.. . . .	6
Australia, imports..	993	Norway, auctions..	468
imports of rubber..	992	farming industry..	469
Venezuela, imports..	833		
See also Boots and Shoes.		G	
Forestry		Gas	
British Empire, resources in.. . . .	230	British West Indies, Trinidad, com-	
Foxes		pany to operate in Port of	
Germany, imports from Canada.. . .	909	Spain..	657
Great Britain, farming of in North of		Gas Appliances	
England..	55	Irish Free State, market..	52
Netherlands, imports of silver.. . .	739	Germany	
France		Agricultural machinery and imple-	
Business conditions..	512	ments, imports..	810
Cheese, market for pasteurized loaf.	737	imports from Canada..	911
Fish, market for..	469	Apples, imports from Canada of dried.	908
Flour, tariff increased on..	840	Barley, duty changed..	594, 752
Foreign trade in 1929..	442	Bran, duty changed..	594, 753
Horse-hair, market for..	631	Business conditions..	328, 535, 667
Imports from Canada..	443	Cheese, imports from Canada.. . . .	907
Lobsters, market for canned.. . . .	471	Drugs, market for crude..	908
Mica, market for..	158	Feeding stuffs, imports..	809
Motor vehicles, tariff changed.. . . .	840	Fish, imports..	908
Oats, tariff increased on..	233	Fish meal, imports..	908
Pilchards, market for canned.. . . .	471	market for..	668
Reports of Trade Commissioner Her-		Flour, duty changed..	
cule Barré, Paris:		11, 377, 483, 522, 594, 633, 752	
December 30, 1929..	158	imports from Canada..	851
January 3, 1930..	192	Foodstuffs, imports..	808
February 27, 1930..	442	Foreign trade in 1929..	539
March 14, 1930..	512	Foxes, imports from Canada of live.	909
Reports of Assistant Trade Commis-		Fruits (canned), market for.. . . .	779
sioner Maurice Belanger, Paris:		Fruits (dried), market for.. . . .	779
March 1, 1930..	469	Fur and Hunting Exhibition at	
March 29, 1930..	631	Leipzig..	376
April 22, 1930..	701	Furs, imports from Canada..	910
Salmon (canned), market for.. . . .	470	Grain, duty changed..	
Tariff changes..	82	11, 377, 483, 522, 593, 633, 751	
Wheat, market conditions..	701	imports from Canada..	853
tariff increased..	840	Hogs, duty on live..	754
Fruit		Honey, imports..	907
Australia, production of citrus.. . . .	861	Imports in 1929..	808
Belgium, regulations for preserved..	379	from Canada..	811
Chile, promotion of industry in.. . .	290	Leipzig Spring Fairs, success of.. . .	504
Germany, market for dried..	779	Lobsters, market for canned.. . . .	345
Malta, market..	697	Lumber, imports from Canada.. . . .	909
Norway, imports..	372	Meat, duty changed..	753
Fruit (Canned)		imports of and products..	907
Argentina, market..	872	Metals, imports from Canada.. . . .	909
Colombia, imports..	137	Minerals, imports from Canada.. . .	909
Germany, market..	779	Miscellaneous manufactures, imports	
Great Britain, imports in 1928.. . . .	4	from Canada..	911
market..	817	Motor vehicles, imports..	810
Norway, market..	704	Oats, duty changed..	594, 752
Fruit Pulp		Ores, imports from Canada..	909
South Africa, market..	549, 787	Peat, utilization experiments in elec-	
Furniture		trical industry..	409
Australia, imports..	990	Rags, imports from Canada..	910
Great Britain, imports of office.. . .	59	Reports of Trade Commissioner L.	
		D. Wilgress, Hamburg:	
		December 2, 1929..	12
		December 13, 1929..	15
		December 21, 1929..	191
		January 2, 1930..	173, 177

Germany—Con.	PAGE
Reports of Trade Commissioner L. D. Wilgress, Hamburg— <i>Con.</i>	
February 11, 1930.. . . .	345
February 12, 1930.. . . .	377
February 13, 1930.. . . .	347
March 1, 1930.. . . .	480
March 12, 1930.. . . .	504
March 14, 1930.. . . .	535
March 29, 1930.. . . .	593
April 14, 1930.. . . .	668
April 22, 1930.. . . .	751
April 28, 1930.. . . .	754
May 2, 1930.. . . .	803
May 13, 1930.. . . .	880
May 14, 1930.. . . .	851, 907
Reports of Assistant Trade Commissioner M. B. Palmer, Hamburg:	
February 7, 1930.. . . .	328
February 15, 1930.. . . .	376
April 12, 1930.. . . .	667
April 29, 1930.. . . .	779
Rye, duty changed.. . . .	162, 752
stimulation of consumption.. . . .	347
Seeds, imports.. . . .	903
Shoes, imports of rubber.. . . .	810
Tariff, changes in.. . . .	173, 751, 880, 969
changes pending.. . . .	12
supplementary Finnish agreement.. . . .	14
Timber, imports from Canada.. . . .	909
Tires, imports.. . . .	810
Tobacco, imports of raw.. . . .	178
industry.. . . .	177
market for Canadian.. . . .	181
Trade agreement with Sweden.. . . .	265
Tubes, imports of inner.. . . .	810
Vegetables, market for canned.. . . .	779
market for dried.. . . .	779
Wages increased.. . . .	15
Wheat, compulsory milling of domestic.. . . .	480, 523
duty changed.. . . .	162, 593, 751
Whisky, imports of Canadian.. . . .	909
Woodpulp, imports from Canada.. . . .	909
Gibraltar	
Tariff preferences on Canadian goods.. . . .	69
Ginseng	
China, market.. . . .	520
Grain	
Czechoslovakia, imports.. . . .	854
supplementary duty proposed.. . . .	634
Germany, imports from Canada.. . . .	853
tariff changed.. . . .	11, 377, 483, 522, 633
Great Britain, imports in 1929.. . . .	613
Norway, imports of products.. . . .	372
Sweden, imports of and products.. . . .	556
proposals for supporting market	160
Grapes	
Australia, shipment to Vancouver from	693
Grass Seed	
Italy, market.. . . .	262
Great Britain	
Agricultural implements and machinery, imports in 1928.. . . .	60
Agricultural products, imports.. . . .	278

Great Britain—Con.	PAGE
Apples, imports of fresh in 1928.. . . .	4
market in Liverpool for evaporated.. . . .	943
market in Scotland for gallon.. . . .	492
Russian competition in gallon.. . . .	654
Asbestos, imports in 1928.. . . .	6
Bacon, imports of and hams in 1929.. . . .	687
market in North of England.. . . .	983
trade in North of England in 1929.. . . .	281
Barley, imports in 1929.. . . .	615
Beeswax, market for.. . . .	901
Birch, market in 1929 for.. . . .	286
market in 1929 for planks.. . . .	286
Birmingham indent firms' needs.. . . .	102
Boats, market for model sailing.. . . .	426
Boots and shoes, imports of rubber in 1928.. . . .	63
British Industries Fair, Birmingham section.. . . .	430
London section.. . . .	462
Brooms, market for.. . . .	20
Budget of United Kingdom in 1930.. . . .	570, 649
Business conditions.. . . .	183, 212, 241, 321
	322, 462, 570, 611, 782, 814, 945
Buttermilk, market for semi-solid and powdered.. . . .	820
Cabinets, market for kitchen.. . . .	653
Canada Week in Bristol.. . . .	251, 463
Canada Week in Glasgow.. . . .	841
Canned goods, imports in 1929.. . . .	687
Canning industry in.. . . .	55
Carborundum, imports in 1928.. . . .	6
Cardboard and pasteboard, imports in 1928.. . . .	62
Cards, market for Christmas and motto.. . . .	104
Cattle, shipment from South Africa.. . . .	359
Cedar, market for.. . . .	727
Cereal foods, imports in 1928.. . . .	3
Chairs, market for.. . . .	984
Cheese, imports in 1929.. . . .	686
market in Liverpool for.. . . .	819
Chemicals, imports in 1928.. . . .	61
Cider, imports in 1928.. . . .	5
Clams, no market in North of England for.. . . .	150
Clover seed, market for red.. . . .	216
Codfish, market for boneless.. . . .	103
Copper, imports of ore in 1928.. . . .	6
Corsets, imports in 1928.. . . .	61
Cotton trade depression.. . . .	287
Crates, market for milk bottle.. . . .	726
Dairy machinery, market in Scotland for.. . . .	217
Douglas fir, market in 1929 for.. . . .	286
Dowels, market for.. . . .	855
Eggs, market for.. . . .	460, 493
trade in 1929.. . . .	267
Electricity, scheme in Northeast England.. . . .	360
Empire Week in Belfast.. . . .	900
Excelsior, market for.. . . .	572
Exhibitions and fairs, Canadian participation in.. . . .	218, 654
Fish, market in Northern Ireland for.. . . .	900
Flax straw, market in Northern Ireland for.. . . .	899

Great Britain—Con.

PAGE

Flour, imports.. . . .	250, 650
market conditions in Liverpool.. . . .	944
market in Northern Ireland.. . . .	546, 899
market in 1929.. . . .	249
Foodstuffs, imports.. . . .	459
imports of Canadian.. . . .	903
Fox farming in North of England.. . . .	55
Fruit (canned), imports in 1928.. . . .	4
market.. . . .	817
Furniture, imports of office in 1928.. . . .	59
Furs, imports of raw in 1928.. . . .	6
Grain, imports in 1929.. . . .	613
Grocers' exhibitions.. . . .	304, 547
Hair, imports of horse in 1928.. . . .	6
Hay, imports in 1928.. . . .	3
imports in 1929.. . . .	651
from Canada.. . . .	149
market for.. . . .	571
trade in North of England in 1929.. . . .	149
Heaters, market for.. . . .	617
Heating, central in North of England.. . . .	617
Heels and soles, imports of rubber in 1928.. . . .	63
Hemlock, market for Western in 1929.. . . .	287
Hides, imports in 1929.. . . .	358
market for.. . . .	358
Honey, imports in 1928.. . . .	5
market in Scotland for.. . . .	653
Hops, imports in 1928.. . . .	5
Ideal Home Exhibition in London.. . . .	841
Imports, Canadian in 1928.. . . .	1, 59
Canadian in 1929.. . . .	275
Income tax, liability of overseas firms to.. . . .	817
Incubators, market for.. . . .	573
Iron and steel products, imports in 1928.. . . .	59
Lanterns, market in North of England for.. . . .	184
Lard, imports in 1928.. . . .	5
Laundry machinery, market for.. . . .	147
Leather, imports in 1928.. . . .	62
imports in 1929.. . . .	357
market for.. . . .	357, 730
Lenses, imports in 1928.. . . .	60
Lobster, imports of canned in 1928.. . . .	4
Lumber, market for.. . . .	575
Macaroni, imports in 1928.. . . .	2
Magnesite, imports in 1928.. . . .	6
Maize, imports in 1929.. . . .	616
Merchandise Marks orders.. . . .	121, 713, 839
Merchandise Marks proposals.. . . .	202, 305, 561, 632, 672, 713, 755, 880, 967, 1007, 1011
Metals, imports of non-ferrous and manufactures in 1928.. . . .	59
Milk (condensed), imports in 1928.. . . .	5
Milk (powdered), imports in 1928.. . . .	5
market for.. . . .	493, 783
Millboard, imports in 1928.. . . .	62
Mops, market for.. . . .	392
Motor car accessories, imports.. . . .	63
Motor car chassis, imports.. . . .	62
Motor vehicles, imports in 1928.. . . .	62
inquiry into marking of.. . . .	879
Muskrat (musquash) pelts, market for.. . . .	948

Great Britain—Con.

PAGE

Needles, imports of hosiery latch.. . . .	60
Oars, market for boat.. . . .	216
Oatmeal, imports in 1928.. . . .	2
Oats, imports in 1929.. . . .	615
imports of rolled in 1928.. . . .	3
Oil, market for fish.. . . .	819
Overalls, market for.. . . .	855
Overseas trade in 1929.. . . .	273
Painters' colours and pigments, imports in 1928.. . . .	62
Paper, market for carbon.. . . .	652
Pears, imports in 1928.. . . .	4
Peas, imports from Canada in 1928.. . . .	2
Piano benches, market for.. . . .	56
Photographic appliances, imports.. . . .	60
Plums, imports in 1928.. . . .	4
Poultry, imports in 1928.. . . .	3
market in Liverpool for.. . . .	391
market in Scotland for dressed.. . . .	356
Refrigerating machinery, imports in 1928.. . . .	61
Reports of Trade Commissioner Douglas S. Cole, Bristol:	
December 1, 1929.. . . .	56
December 17, 1929.. . . .	102
January 10, 1930.. . . .	183
January 17, 1930.. . . .	216
January 28, 1930.. . . .	251
January 30, 1930.. . . .	323
February 26, 1930.. . . .	430
March 11, 1930.. . . .	463
March 20, 1930.. . . .	541
March 26, 1930.. . . .	613
April 1, 1930.. . . .	611
April 7, 1930.. . . .	650, 651
April 15, 1930.. . . .	686, 688, 728, 730
Reports of Trade Commissioner G. B. Johnson, Glasgow:	
January 31, 1930.. . . .	321
February 14, 1930.. . . .	354
February 15, 1930.. . . .	356
March 11, 1930.. . . .	492, 493
March 20, 1930.. . . .	547
April 1, 1930.. . . .	576
May 1, 1930.. . . .	817
May 28, 1930.. . . .	899, 900
Reports of Assistant Trade Commissioner A. J. Tingley, Glasgow:	
January 21, 1930.. . . .	217
February 28, 1930.. . . .	460
March 26, 1930.. . . .	546
April 11, 1930.. . . .	653
May 2, 1930.. . . .	785
May 23, 1930.. . . .	948
May 30, 1930.. . . .	948
Reports of Trade Commissioner Harry A. Scott, Liverpool:	
December 14, 1929.. . . .	55
December 16, 1929.. . . .	18
December 17, 1929.. . . .	103
January 7, 1930.. . . .	149
January 18, 1930.. . . .	212
January 22, 1930.. . . .	231
January 25, 1930.. . . .	249
January 31, 1930.. . . .	284
February 3, 1930.. . . .	322
February 14, 1930.. . . .	360
February 19, 1930.. . . .	359

Great Britain—Con.	PAGE
Reports of Trade Commissioner Harry A. Scott, Liverpool—Con.	
February 20, 1930..	391
March 5, 1930..	423, 462
March 7, 1930..	464
March 20, 1930..	572
March 25, 1930..	575
March 28, 1930..	573
April 15, 1930..	727
April 25, 1930..	726
May 8, 1930..	818
May 12, 1930..	819, 820, 855
May 15, 1930..	903
May 22, 1930..	901
May 28, 1930..	943
June 5, 1930..	944
June 6, 1930..	984
June 7, 1930..	983
Reports of Assistant Trade Commissioner Gerald A. Newman, Liverpool:	
December 9, 1929..	20
December 13, 1929..	56, 104
January 2, 1930..	147
January 8, 1930..	184, 216
February 11, 1930..	357
February 14, 1930..	392
February 21, 1930..	426
February 28, 1930..	424
March 19, 1930..	545
March 20, 1930..	542
March 31, 1930..	617
April 9, 1930..	653
April 11, 1930..	652
April 26, 1930..	783
May 3, 1930..	782
May 16, 1930..	855
May 27, 1930..	902, 947
June 3, 1930..	984
June 4, 1930..	945
Reports of Trade Commissioner Harrison Watson, London:	
December 6, 1929..	1, 59
December 17, 1929..	53, 54
January 22, 1930..	241, 273
February 24, 1930..	419, 423
March 11, 1930..	459
March 12, 1930..	456
April 1, 1930..	570, 571
April 2, 1930..	632
May 14, 1930..	814
May 15, 1930..	817
Reports of Assistant Trade Commissioner V. E. Duclos, London:	
April 14, 1930..	646
April 15, 1930..	649
Reports of E. E. Freeland, Exhibition Commission, London:	
January 30, 1930..	304
March 7, 1930..	462
Salmon, imports of canned in 1928..	4
imports of frozen in 1928..	4
imports of salted in 1928..	4
market for chilled and frozen..	354, 464
Sausage casings, imports in 1928..	3
Seeds, imports of clover and grass..	6
Shipbuilding, new Cunarder for Clyde..	948
rationalization of industry..	423, 576
Ships' store trade of Liverpool..	902

Great Britain—Con.	PAGE
Shirts, market for sweat..	545
Silver, imports of ore in 1928..	6
Skates, market for ice..	984
market for roller..	18
Soap, imports of toilet in 1928..	62
Spruce, market for sitka in 1929..	286
Sugar, trade in 1929..	728
Timber, identification mark for Canadian..	53
market in Northern Ireland..	900
market in North of England..	727
trade in 1929..	284, 688
Tires, imports in 1928..	63
Tobacco, Canadian share of trade with West of England..	58
imports in 1928 of unmanufactured..	6
industry in West of England..	56
production and prices for West of England..	58
sources of supply for West of England..	57
Tools, imports of agricultural and horticultural in 1928..	60
Trade conditions..	54, 277
Trade in 1929..	419
Trade of United Kingdom in January, 1930..	423
Underwear, market for fleece-lined..	947
Vacuum cleaners, imports in 1928..	61
Vegetables, imports in 1928 of canned..	5
market for canned..	817
market for dehydrated..	323
Wallboard, imports in 1928..	62
market for..	424, 785
Wallpaper, imports in 1928..	62
Washboards, market for..	20
Washing machines, market for..	542
Wheat, imports in 1929..	614
Wheatfeed (mill offals), market for in 1929..	616
Wood, imports of manufactures..	61
Wood wool, market for..	541
Greece	
Agricultural machinery and implements, Canada's share of trade in..	297
market for..	291
Batteries, market for automobile..	329
Business conditions..	474
Catalogues for Athens office..	444
Flour, duties changed..	673, 794
import regulations..	122
quality regulations..	881
Foreign trade in 1929..	477
Piraeus, free zone established in port of..	264
Reports of Trade Commissioner Henri Turcot, Athens:	
January 22, 1930..	291
January 23, 1930..	264
February 5, 1930..	329
February 6, 1930..	336
February 28, 1930..	474
Tariff, additional taxes on imports..	202
changes in..	1010
Trade with Canada..	478
Wheat, duties increased..	794

Grenada	PAGE	Honey	PAGE
See British West Indies		Germany, imports..	907
Guadeloupe		Great Britain, imports in 1928.. . .	5
Business conditions..	744	market in Scotland..	653
Canadian exporters should cover		Japan, market..	828
colony..	744	Netherlands, imports..	739
Guatemala		Hongkong	
Business conditions..	932	Aircraft, market for..	665
Invoice requirements and consular		Automobiles, market for..	695
regulations..	964	Bacon and hams, market for.. . . .	111
H		Banks..	155
Handles		Batteries, market for motor car.. .	693
Argentina, market for pick and axe.	774	Business conditions..	72, 694
Hardware and Tools		Cheese, market for..	112, 695
China, imports into Manchuria .. .	194	Climate..	152
Hardwood		Currency..	154
Sweden, market for planks.. . . .	17	Flour, market for..	467, 695
Hats		Foodstuffs, market for Canadian.. .	467
Japan, market for men's felt in.. . .	710	Foreign trade..	152
Hay		Herring, market for Canadian dried	
Great Britain, imports from Canada..	149	salted..	468
imports in 1928..	3	Industries in..	152
imports in 1929..	651	Jams and marmalades, market for..	916
market..	571	Leather, market for..	695, 875
trade in 1929..	149	Newspapers, market for waste.. . .	918
Italy, market..	263	Packing of shipments to..	155
Netherlands, imports..	835	Points for exporters to..	152
United States, market for Canadian		Postal information..	156
in New York City..	582	Quotations and selling terms.. . .	154
Heaters		Reports of Trade Commissioner Paul	
Great Britain, market in North of		Sykes, Hongkong:	
England..	617	December 7, 1929..	71, 72
Heels and Soles		December 9, 1929..	111
Great Britain, imports of rubber in		December 17, 1929..	152
1928..	63	February 24, 1930..	467
Hemlock		March 29, 1930..	694
Great Britain, market for Western in		April 10, 1930..	822
1929..	287	May 5, 1930..	875
Herring		May 12, 1930..	915
Argentina, market..	938	Reports of Assistant Trade Commis-	
China, imports of salt into Manchuria		sioner W. J. Riddiford, Hong-	
market for Canadian dried salted in		kong:	
South..	468	March 25, 1930..	664
Cuba, imports..	75	March 31, 1930..	696
Hongkong, market for Canadian dried		May 2, 1930..	916
salted in..	468	May 8, 1930..	918
Hides		Representation in..	154
Great Britain, imports in 1929.. . .	358	Routing of Canadian shipments to..	155
market..	358	Sailing distances from..	155
Netherlands, exports and imports.. .	220	Samples, provision of..	154
industry in..	220	Sausages, market for tinned.. . . .	112
Norway, imports..	372	Shipping services..	155
Hogs		Tariff and customs requirements.. .	154
Germany, duty on live in..	754	Tongues, market for tinned.. . . .	112
Honduras		Hops	
Business conditions..	933	Great Britain, imports in 1928.. . .	5
Invoice requirements and consular		Horse-hair	
regulations..	965	France, market..	631
		Great Britain, imports in 1928.. . .	6
		I	
		Incubators	
		Great Britain, market..	573
		Irish Free State, market..	689

India	PAGE
Agricultural implements, market for.	533
Agriculture, condition of industry.	529, 577, 624
Aviation, development of..	290
Crops, production..	624
Foreign trade by months..	22, 257,
	360, 502, 662, 1001
Indian Stores Department, rules re-	
vised..	326
Motor cycles, imports..	105
Motor vehicles, imports..	104
Radio, failure of broadcasting com-	
pany..	428
Report of Trade Commissioner H. R.	
Poussette, formerly of Cal-	
cutta:	
April 1, 1930..	529, 577, 624
Reports of Trade Commissioner	
Richard Grew, Calcutta:	
November 28, 1929..	22, 64
December 4, 1929..	104
January 6, 1930..	257
January 21, 1930..	326
January 27, 1930..	360
February 13, 1930..	428
February 26, 1930..	502
March 27, 1930..	662
May 16, 1930..	1001
Timber, production in Assam prov-	
ince..	64
Wheat, imports..	624
Insurance	
Japan, life in..	407
Irish Free State	
Agriculture, condition of industry..	656
Area and topography..	43
Bacon and hams, imports..	252, 986
imports of Canadian..	253
production and exports..	251
use of preservatives regulations..	253
Budget for 1930-31..	786
Business conditions..	348, 655
Canned goods, market for..	949
Cities and towns in..	44
Climate..	44
Electrical appliances and supplies,	
customs duties and import regu-	
lations..	93
imports in 1927 and 1928..	52
market for..	89
Electricity, development in produc-	
tion and use of..	43, 46
Emigration during 1929..	353
Exports in 1929..	352
Fish, imports of canned in 1929..	987
industry in 1929..	393
Flour, imports in 1929..	987
Foreign trade..	351, 655
Gas appliances, market for..	52
Imports in 1929..	352
Incubators, market for..	689
Industries in..	51
National wealth and purchasing	
power..	45
Natural resources..	45
Paper, imports of and manufactures.	987

Irish Free State—Con.	PAGE
Parchment, market for vegetable..	426
Population..	43
Production in..	45
Pure food regulations..	231
Radios, market for..	95, 891
Railways in..	51
Refrigerators, market for..	93
Reports of Trade Commissioner	
John H. English, Dublin:	
December 15, 1929..	43, 89
January 14, 1930..	231
February 10, 1930..	348
February 21, 1930..	393
March 5, 1930..	426
April 11, 1930..	689
April 14, 1930..	655
April 30, 1930..	949
May 1, 1930..	786
May 13, 1930..	838
May 20, 1930..	891
June 6, 1930..	985
Shannon Electrification Scheme..	47
Spring Show at Dublin..	838
Steamship services from Canada..	98
Stoves, market for electric..	92
Tariff, invoice requirements..	265
mark of origin on certain im-	
ports..	83
Telegraphs and telephones in..	52
Timber, imports in 1929..	987
Trade in 1929..	985
with Canada..	986
Vacuum cleaners, market for..	93
Washing machines, market for..	92
Wheat, imports in 1929..	987
Wines, duty reduced on..	793
Wood, imports in 1929..	987
Iron and Steel	
Brazil, duties on products..	189
imports of manufactures in 1928..	144, 185
situation of industry in..	142
Great Britain, imports of products in	
1928..	59
Italy	
Asbestos, imports..	961
Buttermilk, market for..	584
Codfish, imports..	960
Exchange situation in..	962
Exports to Canada..	962
Flour, tariff increased..	922
Foodstuffs, imports..	921
Foreign trade in 1929..	920
Grass seed, market for..	262
Hay, market for..	263
Imports from Canada..	922
Metals, imports..	961
Reports of Trade Commissioner A. B.	
Muddiman, Milan:	
December 27, 1929..	262
March 8, 1930..	592
March 11, 1930..	559, 584
March 22, 1930..	658, 697, 734
May 13, 1930..	920, 960
Salmon (canned), imports..	961
Sausage casings, market..	559

Italy—Con.	PAGE	Laundry Machinery	PAGE
Wheat, imports..	960	British West Indies, Jamaica, market for and appliances.. . . .	1000
tariff increased..	922	Great Britain, development of market..	147
Woodpulp, imports..	961	Leather	
J		China, imports into Manchuria.. . . .	119
Jamaica		market in South..	695, 875
See British West Indies		Colombia, imports of unmanufactured..	139
Jams and Marmalades		Great Britain, imports..	62, 357
China, market in South..	916	market..	357, 730
Hongkong, market..	916	Hongkong, market..	695, 875
Japan		Malta, market for tanned..	734
Business conditions..	156, 873, 913	Netherlands, exports and imports.. . . .	221
Crab, exports of canned..	982	industry in..	221
pack of canned in 1929..	632	Norway, imports of and manufactures..	372, 373
Films, imports from Canada..	261	Venezuela, imports..	833
Fishing industry in..	724	Leeward Islands	
Fish meal industry..	726	See British West Indies	
Hats, market for men's felt..	710	Lenses	
Honey, market for..	828	Great Britain, imports in 1928.. . . .	60
Life insurance in..	407	Linseed Cake	
Motion picture industry in..	259	Netherlands, imports..	835
Paper industry in..	108	Livestock	
Photographic supplies, imports.. . . .	261	Sweden, control of imports of fur-bearing animals..	521
Reports of Commercial Secretary James A. Langley, Tokyo:		Lobster (Canned)	
November 20, 1929..	110	France, market..	471
December 24, 1929..	107, 108	Germany, market..	345
February 17, 1930..	407	Great Britain, imports in 1928.. . . .	4
March 27, 1930..	724	Netherlands, market..	740
April 25, 1930..	873	Netherlands East Indies, market.. . . .	389
May 19, 1930..	912	Lumber	
Reports of Assistant Trade Commissioner P. V. McLane, Kobe:		Colombia, imports..	139
January 6, 1930..	259	Germany, imports from Canada.. . . .	909
January 9, 1930..	375	Great Britain, market for rock elm logs..	575
April 10, 1930..	710	Malta, market..	734
April 28, 1930..	828	Netherlands, imports..	836
May 2, 1930..	913	Venezuela, market..	833
Reports of H. Sawa, Office of the Commercial Secretary, Tokyo:		M	
December 11, 1929..	156	Macaroni and Vermicelli	
May 27, 1930..	982	China, imports into Manchuria.. . . .	119
Salmon (canned), pack in 1929.. . . .	632	Great Britain, imports in 1928.. . . .	2
Shipbuilding, condition of industry.. .	375	Machinery	
Tariff revision..	110	China, imports into Manchuria.. . . .	194
Tires, market for automobile..	913	Colombia, imports of railway and road..	139
Trade with Canada..	874	Peru, imports..	365
Wheat, market for..	874	Mackerel	
Woodpulp, imports for rayon industry..	108	Netherlands East Indies, market for canned in..	389
industry and production..	107	Magnesite	
K		Great Britain, imports in 1928.. . . .	6
Kenya Colony		Maize	
Imports..	229	Great Britain, imports in 1929.. . . .	616
Kitchen Cabinets		Spain, imports prohibited..	522
Great Britain, market..	653	Malta	
L		Agricultural implements and machinery, market for..	735
Lanterns			
Great Britain, market..	184		
Lard			
Great Britain, imports in 1928.. . . .	5		
Malta, market..	698		
Venezuela, imports..	832		

Malta—Con.	PAGE	Mica	PAGE
Area and population..	658	France, market..	158
Asbestos, market for..	734	Milk Bottle Crates	
Boots and shoes, market for.. . . .	734	Great Britain, market..	726
Butter, market for..	660	Milk (Condensed)	
Cereals, market for breakfast.. . . .	660	China, imports into Manchuria.. . . .	118
Cheese, market for..	661	Cuba, imports..	1010
Chemicals, market for and stores.. . .	734	Great Britain, imports in 1928.. . . .	5
Chocolates, market for..	661	Malta, market..	693
Douglas fir, market for..	734	Milk (Evaporated)	
Fish, market for..	661	Cuba, imports..	1010
Flour, market for..	661	Malta, market..	698
Foreign trade in 1929..	660	Milk (Powdered)	
Fruits (fresh), market for..	697	Great Britain, imports in 1928.. . . .	5
Government contracts..	736	market..	493, 783
Lard, market for..	698	Millboard	
Leather, market for tanned..	734	Great Britain, imports in 1928.. . . .	62
Lumber, market for..	734	Mill Offals	
Milk, market for condensed and eva- porated..	698	Great Britain imports in 1929.. . . .	616
Motor vehicles, market for..	734	Minerals	
Paint brushes, market for..	735	Australia, New South Wales, pro- duction in..	550
Paints and colours, market for.. . . .	735	China, imports into Manchuria.. . . .	117
Potatoes, market for seed..	699	Germany, imports from Canada.. . . .	909
Railways and roads..	659	Netherlands, imports..	876
Staves, market for barrel..	735	Norway, imports of and products.. . .	373
Textiles, market for..	735	United States, imports..	456
Tobacco, market for..	735	Mops	
Toilet requisites, market for.. . . .	736	Great Britain, market..	392
Toilet seats, market for..	736	Motion Pictures	
Trade conditions..	659	Japan, industry in..	259
Trade terms..	736	Motor Car Accessories	
Wheat, market for..	700	Great Britain, imports in 1928.. . . .	63
		Venezuela, market..	834
Martinique		Motor Car Chassis	
Canadian exporters should cover colony..	744	Great Britain, imports in 1928.. . . .	62
Mauritius		Motor Cycles	
Tariff preferences on Canadian goods.	68	India, imports..	105
Meat		Motor Vehicles	
Australia, exports of refrigerated.. . .	550	Australia, imports..	940
Germany, duty changed..	753	increase in trade..	254
imports of and products..	907	China, imports into Manchuria.. . . .	117
Netherlands, imports in 1929.. . . .	738	Colombia, imports..	139
Norway, imports..	371	France, tariff changes..	810
Venezuela, market..	832	Germany, imports..	810
Metals		Great Britain, imports in 1928.. . . .	62
China, imports into Manchuria.. . . .	117	inquiry into marking..	879
Germany, imports from Canada.. . . .	909	Hongkong, market..	695
Great Britain, imports of non-ferrous and manufactures in 1928.. . . .	59	India, imports..	104
Italy, imports..	961	Malta, market..	734
Netherlands, imports..	876	Netherlands, imports..	790
Norway, imports of and products.. . .	374	Venezuela, market..	834
Mexico		Musical Instruments	
Aviation, development of..	172	Australia, imports..	991
Business conditions in 1929.. . . .	169	Netherlands, imports in 1929.. . . .	876
Exports in 1928..	30, 78	Muskrats	
Invoice requirements and consular regulations..	159	Belgium, proposed import prohibition.	429
Reports of Trade Commissioner C. Noel Wilde, Mexico City:		Great Britain, market in Scotland for pelts..	918
November 30, 1929..	30, 78	Norway, import restriction..	969
January 7, 1930..	159		
January 11, 1930..	169		
May 15, 1930..	963		
June 5, 1930..	930		
Surcharge reductions in..	162		

Needles	N	PAGE	Netherlands—Con.	PAGE
Great Britain, imports of hosiery latch in 1928.. . . .		60	Wheat, imports.. . . . 834 Whisky, market for Canadian rye.. 790 Wood, imports.. . . . 836 Woodpulp, imports.. . . . 837	
Netherlands			Netherlands East Indies	
Agricultural implements, imports.. .		876	Business conditions.. . . . 69, 489, 741	
Apples (dried), imports in 1929.. . .		741	Fish, market for canned.. . . . 386	
Apples (fresh), market for.. . . .		741	Flour, market for.. . . . 777	
Aviation in..		554	Lobsters, market for canned.. . . 389	
Barley, imports..		835	Mackerel, market for canned.. . . 389	
Birch, imports of logs and lumber.. .		837	Pilchards, market for canned.. . . 389	
Business conditions in 1929.. 513, 554,		1005	Reports of Trade Commissioner G. R. Heasman, Batavia:	
Cost of living reduced in.. . . .		555	November 25, 1929.. . . . 69	
Douglas fir, imports..		836	January 27, 1930.. . . . 489	
Eels, imports in 1929..		740	Reports of Assistant Trade Commissioner B. C. Butler, Batavia:	
Electrical goods, imports.. . . .		877	March 27, 1930.. . . . 777	
Fish, market for..		739	April 8, 1930.. . . . 741	
Fish meal, market for..		740	Report of J. Ch. D. Ockerse, Office of the Trade Commissioner, Batavia:	
Flour, imports..		835	December 27, 1929.. . . . 386	
Foreign trade in 1929..		585	Salmon, market for canned.. . . . 387	
Foxes, imports of silver in 1929.. . .		738	Sardines, market for.. . . . 386	
Hay, imports..		835		
Hides, exports and imports.. . . .		220		
industry..		220		
Honey, imports..		739		
Leather, exports and imports.. . . .		221		
industry..		221		
Linseed cake, imports..		835	Newspapers	
Lobster, market for..		740	China, market for waste in South.. 918	
Lumber, imports..		836	Hongkong, market for waste in.. . 918	
Meat, imports in 1929..		738	Newsprint	
Metals, imports..		876	Netherlands, market.. . . . 789	
Minerals, imports..		876	United States, imports.. . . . 456	
Motor vehicles, imports..		790	New Zealand	
Musical instruments, imports.. . . .		876	Bran, duty removed from and pol-	
Newsprint, market for..		789	lard.. 409	
Oatmeal, market for..		790	Business conditions.. . . . 682, 863	
Oats, imports..		835	Exchange rates.. . . . 731	
market for rolled..		790	revision of.. . . . 733	
Oil, imports in 1929 of fish.. . . .		740	Imports from Canada in 1929.. . . 685	
Paper, market for and products.. . .		789	Imports from Canada increased.. . 491	
Plywood, imports of and veneers.. . .		837	Reports of Trade Commissioner C. M. Croft, Auckland:	
Railway ties, imports..		836	December 2, 1929.. . . . 20	
Reports of Acting Trade Commis-			March 10, 1930.. . . . 491	
sioner Lester S. Glass, Rotter-			April 7, 1930.. . . . 682	
dam:			Reports of Assistant Trade Commis-	
December 23, 1929..		220	sioner H. L. E. Priestman,	
December 31, 1929..		193	Auckland:	
March 1, 1930..		472	April 4, 1930.. . . . 731	
March 6, 1930..		513, 554	April 7, 1930.. . . . 733	
March 23, 1930..		585	May 5, 1930.. . . . 863	
April 20, 1930..		738, 789, 834, 876	Tenders invited.. . . . 32, 306, 483, 562, 634, 881	
May 30, 1930..		1005	Trade, general review of during period	
Rubber, imports of manufactures.. . .		791	January 1 to September 30, 1929 20	
Rye, imports..		835	Trade in 1929.. . . . 685	
Salmon, imports of canned.. . . .		739	Trade with Canada.. . . . 21	
imports of fresh, pickled and				
smoked..		739		
Samples, shipping of..		194	Nicaragua	
Sardines, market for..		740	Business conditions.. . . . 934	
Tires, imports..		791	Invoice requirements and consular	
Tobacco, market for..		789	regulations.. . . . 966	
Trade with Canada..		588	Norway	
Tubes, imports of inner..		791	Business conditions.. . . . 402, 705	
Vacuum cleaners, imports.. . . .		877	Canned goods, market for.. . . . 703	
Wallpaper, market for..		789	Crop prospects.. . . . 1005	
Washing machines, imports.. . . .		877	Exports in 1929.. . . . 331	
market for..		472	Feeding stuffs, imports.. . . . 372	

	PAGE		PAGE
Peas		Pork	
Great Britain, imports from Canada in 1928..	2	Cuba, imports of cured..	1010
Peat		Porto Rico	
Germany, utilization experiments in electrical industry..	409	Exports in 1929..	870
Peru		Imports in 1929..	871
Consular visa charges increased.. . .	633	Trade in 1929..	870
Cottons, imports..	365	Portugal	
Exports in 1928..	298	Agricultural machinery, new tariff ..	265
Flour, market for..	606	Clearance notes, tax abolished on.. . .	266
Foreign trade in 1928..	298	Codfish, duty changed..	233
Imports in 1928..	364	Wheat, crop prospects..	560
from Canada..	367	restrictions on imports..	340
geographical distribution of..	367	Postage	
Machinery, imports..	365	British West Indies, British Guiana,	
Monetary unit, change in..	298	parcel from Canada..	998
Packing for gross weight duty assess- ments..	334	parcel from Canada..	998
Potatoes, market for..	400	Central America, rate for letters.. . .	333
Reports of Trade Commissioner G. R. Stevens, Lima:		China, rates for parcels and letters..	156
January 15, 1930..	211	New rates to places outside of Canada	1004
January 30, 1930..	334	South Africa, parcel via New York to..	793
February 26, 1930..	480	South America, rates for letters to..	333
April 1, 1930..	604	rates for parcels to..	376
Reports of Assistant Trade Commis- sioner Eugene Gauvreau, Lima:		Venezuela, rates for letters to.. .750, 793	
January 28, 1930..	298	Potatoes	
February 5, 1930..	364	British West Indies, Jamaica, market.	63
February 19, 1930..	400	Colombia, imports..	138
Steel towers, market for..	211	Cuba, expiration of duty exemption on seed..	233
Wheat, market for..	604	market conditions in Havana.. . .	189
Woollens, imports..	365, 367	market for Canadian seed in.. . .	517
Pharmaceutical Preparations		Malta, market for seed in..	699
Norway, new law controlling..	17	Peru, market in..	400
Philippine Islands		South Africa, experimental shipments from..	409
Area and population..	822	Venezuela, market..	709
Cities and ports..	824	market for seed in..	709
Climate..	822	Poultry	
Currency..	825	Cuba, imports..	223
Industries..	824	Great Britain, imports in 1928.. . . .	3
Tariff, essential features of..	826	market for dressed in Scotland.. . .	356
Topography..	822	market in Liverpool..	391
Trade in 1927 and 1928..	825	Provisions	
Trade with Canada..	827	China, imports into Manchuria.. . .	118
Transportation..	825	Publications	
Photographic Appliances		Empire Tariff Preferences on Canad- ian Goods..	313
Great Britain, imports in 1928.. . . .	60	new edition..	802
Japan, imports of instruments and paper..	261	Jamaican Invoice Requirements.. . .	480
Piano Benches		Mexican Invoice Requirements.. . .	335
Great Britain, market..	56	Pulp	
Pilchard (Canned)		See Woodpulp	
France, market..	471	Radio	
Netherlands East Indies, market.. . .	389	India, failure of broadcasting com- pany in..	428
Pine		Radio Apparatus	
Great Britain, market in 1929.. . . .	287	China, market for and equipment..	711
Plants		Irish Free State, market..	95
British West Indies, Jamaica, regula- tions..	1009	South Africa, market..	721
Plums		Rags	
Great Britain, imports in 1928.. . . .	4	Czechoslovakia, imports from Canada.	910
Plywood		Germany, imports from Canada.. . .	910
Netherlands, imports of and veneers.	837	Railway Accessories	
		Brazil, imports..	144
		China, imports into Manchuria.. . .	195
		market in South..	915
		Netherlands, imports of ties.. . . .	836

	PAGE		PAGE
Railways		Salmon (Frozen)	
China, construction of in South.. . . .	915	Argentina, market.. . . .	935
Irish Free State, systems in.. . . .	51	Great Britain, imports in 1928.. . . .	4
Rationalization		market in Scotland.. . . .	354
Meaning of the term.. . . .	201	Salt	
Refrigerators		British West Indies, British Guiana, imports.. . . .	903
Great Britain, imports of machinery in 1928.. . . .	61	Samoa (Western)	
Irish Free State, market.. . . .	93	Tariff preferences on Canadian goods..	67
South Africa, market for electric in..	658	Samples	
Representation		China, provision of in South.. . . .	154
China, South.. . . .	154	Hongkong, provision in.. . . .	154
Hongkong.. . . .	154	Netherlands, shipping to.. . . .	194
Rhodesia (Northern and Southern)		Venezuela, importation into.. . . .	749
Business conditions.. . . .	694	Santo Domingo	
Customs agreement renewed with South Africa.. . . .	305	Business conditions.. . . .	708
Tariff preferences on Canadian goods..	10	Sardines	
Rice		Argentina, market.. . . .	937
Australia, New South Wales, crop prospects.. . . .	692	Netherlands, imports in 1929.. . . .	740
production in.. . . .	151	Netherlands East Indies, market.. . .	386
Roumania		Sausage Casings	
Commercial agreements terminated..	202	Great Britain, imports in 1928.. . . .	3
Rubber		Italy, market.. . . .	559
Australia, imports.. . . .	993	Norway, market.. . . .	583
Rubber Goods		Sweden, market.. . . .	583
Australia, imports.. . . .	992, 993	Sausages	
China, imports into Manchuria.. . .	194	China, market for tinned in South.. .	112
Empire trade in.. . . .	646	Hongkong, market for tinned.. . . .	112
Netherlands, imports.. . . .	791	Seeds	
Norway, imports.. . . .	373	Germany, imports.. . . .	908
Venezuela, imports.. . . .	833	Great Britain, imports of clover and grass in 1928.. . . .	6
Russia		Norway, imports.. . . .	372
Agricultural implements and machin- ery, imports from Canada.. . .	910	Separators	
Miscellaneous manufactures, imports from Canada.. . . .	911	Denmark, market for storage battery in.. . . .	670
Rye		Sheep	
Czechoslovakia, restriction on pro- ducts.. . . .	634	Australia, export of stud prohibited..	151
Germany, new tariff.. . . .	162	Shipbuilding	
regulation of duty.. . . .	752	Great Britain, new Cunarder for Clyde.. . . .	948
stimulation of consumption in.. . .	347	rationalization of industry.. . . .	423, 576
Netherlands, imports.. . . .	835	Japan, condition of industry in.. . .	375
S		Shipping	
Saccharine		British East Africa, new route to..	889
British West Indies, Trinidad, import prohibition.. . . .	562	British West Indies, services to.. . .	1000
St. Lucia		China, routes to North and Man- churia.. . . .	196
See British West Indies		Irish Free State, Canadian services to.. . . .	98
St. Vincent		Panama, services to.. . . .	77
See British West Indies		Venezuela, services to.. . . .	748
Salmon		Shirts	
Great Britain, imports of salted in 1928.. . . .	4	Great Britain, market for sweat.. . .	545
market for chilled in Liverpool..	464	Shooks	
Netherlands, imports of fresh, pickled and smoked in 1929.. . . .	739	China, imports of cask into Man- churia.. . . .	195
Salmon (Canned)		See also Box Shooks	
Argentina, market.. . . .	936	Siam	
France, market.. . . .	470	Business conditions.. . . .	70, 491, 741
Great Britain, imports in 1928.. . .	4	Silver	
Italy, imports.. . . .	961	Great Britain, imports of ore in 1928..	6
Japan, pack in 1929.. . . .	632	Skates	
Netherlands, imports in 1929.. . . .	739	Great Britain, market for ice in Liver- pool.. . . .	984
Netherlands East Indies, market..	387	market for roller.. . . .	18
		proposed marking of ice in.. . . .	561

Soap	PAGE
Great Britain, imports of toilet in 1928..	62
South Africa	
Bottles, tariff on..	162
Boxes, market for orange..	427
Business conditions..	255, 693
Cattle, shipment to Great Britain..	359
Customs agreement with Rhodesia renewed..	305, 481
Doors, duty changed..	522
Flour, duty increased..	202, 482
new regulations..	335
Food, Drugs and Disinfectants Act, provisions of..	956
Fruit pulp, market for..	549, 787
Merchandise Marks Act, provisions of..	1006
Postage, rates for parcels via New York..	793
Potatoes, experimental shipments of..	409
Radio sets, market for..	721
Refrigerators, market for electric..	658
Reports of Trade Commissioner C. S. Bissett, Cape Town:	
February 10, 1930..	481
March 12, 1930..	619
March 28, 1930..	715
April 7, 1930..	721
April 10, 1930..	956
April 15, 1930..	877
April 25, 1930..	1006
Reports of Assistant Trade Commissioner J. L. Mutter, Cape Town:	
January 9, 1930..	255
February 1, 1930..	394
February 14, 1930..	427
February 28, 1930..	549
April 4, 1930..	693
Tariff, changes in..	715
preferences extended by Canada to preferences on Canadian goods..	8 9
Tobacco, situation of industry..	394
Weights and measures, regulations..	877
Wheat, duty increased..	202, 482
import restrictions..	522, 619
South America	
Postage, rates for letters..	333
rates for parcels..	376
weight limit for parcels increased..	755
Spain	
Flour, import prohibition..	841, 969
Maize, import prohibition..	522
Wheat, growers' difficulties..	592
import prohibition..	841, 969
Spruce	
Great Britain, market for sitka in 1929..	286
Staves	
Malta, market for barrel in..	735
Steel Towers	
Peru, market..	211
Stoves	
Argentina, market for gas in..	743
Irish Free State, market for electric..	92
Sugar	
Australia, production in..	151

Sugar— <i>Con.</i>	PAGE
British West Indies, Barbados, effect of crisis in..	656
crisis in industry..	620
Grenada, duties decreased.. . . .	378
Jamaica, law to aid industry in..	162, 219
St. Lucia, duties and prices.. . . .	673
Trinidad, duties increased.. . . .	562, 714
Government assistance to industry in..	994
Great Britain, trade in 1929.. . . .	728
Sulphate of Ammonia	
China, imports into Manchuria.. . .	117
Sweden	
Apples, imports..	556
Business conditions..	432, 705
Exports..	508
Foreign trade in 1929..	508
Grain, imports of and products.. . .	556
proposals for supporting market..	160
Hardwood, market for planks.. . . .	17
Imports in 1929..	556
Livestock, control of imports of fur-bearing animals..	521
Paper, exports..	507
Sausage casings, market for.. . . .	583
Woodpulp, exports..	507
special shipping rates to United States..	267
Switzerland	
Bonded warehouses in..	193
Butter, certificate of origin required for..	634
Tenders invited..	120
Tanganyika	
T	
Trade in 1929..	409
Tariffs	
Australia, box shooks, duty reduced on..	445
changes..	1008
customs duties deferred..	265, 840
customs duties increased..	33, 160
surtax and import prohibitions.. . .	561
timber, duty changed..	989
Belgium, flour, import regulations..	483
fruit regulations..	379
vegetable regulations..	379
wheat, import regulations..	483
Brazil, iron and steel, duties on products..	189
British North Borneo, preferences on Canadian goods..	68
British West Indies, Barbados, customs amendment proposed.. . . .	522
surtax continues..	633
Bermuda, British preference increased..	793
British Guiana, changes..	121, 968
customs regulations..	998
Grenada, sugar, duties decreased.. .	378
Jamaica, direct shipment from Canada for preference..	595
invoice requirements..	303
plant regulations..	1009
St. Lucia, sugar, duties and prices..	673
tea, import regulations..	82
St. Vincent, tea, import regulations..	203

Tariffs—British West Indies—Con.	PAGE
Trinidad, goods liable to duty on first importation.. . . .	121
saccharine, imports prohibited..	562
sugar, duties increased.. . . .	562, 714
tea, import regulations.. . . .	203
Canada, preferences to South African goods.. . . .	8
China, ammunition, import certificate required.. . . .	794
duties payable in gold.. . . .	162
import duty basis change.. . . .	266
Colombia, customs in.. . . .	25
Costa Rica, invoice requirements and consular regulations.. . . .	967
Cuba, fish, duty increased.. . . .	970
foodstuffs, duties changed.. . . .	1009
onions and garlic, duty increased..	378
potatoes, expiration of duty exemption on seed.. . . .	233
Cyprus, preferences on Canadian goods.. . . .	66
Czechoslovakia, flour, new duty proposed.. . . .	634
grain, new duty proposed.. . . .	634
rye and barley products, restriction on.. . . .	634
tobacco, duty.. . . .	191
Egypt, new customs in.. . . .	122, 306
tires, duty on rubber.. . . .	233
El Salvador, invoice requirements and consular regulations.. . . .	965
Fiji, preferences on Canadian goods..	66
France, changes.. . . .	82
flour, duty increased.. . . .	840
motor vehicles, duties changed.. . .	840
oats, duty increased.. . . .	233
wheat, duty increased.. . . .	840
Germany, changes.. . . .	173, 751, 969
flour, duty changed.. . . .	11, 377, 483, 522, 633
foodstuffs, duties changed.. . . .	593
grain, duty changed.. . . .	11, 377, 483, 522, 633
hogs, duty on live.. . . .	754
meat, duty changed.. . . .	753
new regulations.. . . .	880
new supplementary agreement with Finland.. . . .	14
pending changes.. . . .	12
rye, new tariff on.. . . .	162
regulation of duty.. . . .	752
trade agreement with Sweden ratified.. . . .	265
wheat, compulsory milling of domestic.. . . .	480, 523
new tariff on.. . . .	162
Gibraltar, preferences on Canadian goods.. . . .	69
Great Britain, Merchandise Marks orders.. . . .	121, 713, 839
Merchandise Marks recommendations..	202, 305, 561, 632, 672, 713, 755, 880, 967, 1007, 1011
motor vehicles, inquiry into marking of.. . . .	879
Greece, additional taxes on imports into.. . . .	202

Tariffs—Greece—Con.	PAGE
duty changes.. . . .	1010
flour, duty changed.. . . .	673, 794
import regulations.. . . .	122
quality regulations.. . . .	881
free zone in Port of Piraeus.. . . .	264
wheat, duty increased.. . . .	794
Guatemala, invoice requirements and consular regulations.. . . .	964
Honduras, invoice requirements and consular regulations.. . . .	965
Hongkong, customs requirements in..	154
Irish Free State, electrical supplies, duties and import regulations..	98
invoice requirements.. . . .	265
origin to be shown on shipments..	83
pure food regulations.. . . .	231
wines, duty reduced on.. . . .	793
Italy, wheat and flour, duty increased..	922
Japan, duties revised in.. . . .	110
Mauritius, preferences on Canadian goods.. . . .	68
Mexico, invoice requirements and consular regulations.. . . .	159
surcharge reductions in.. . . .	162
Nicaragua, invoice requirements and consular regulations.. . . .	966
Norway, muskrats, import restriction	969
Panama, classifications.. . . .	77
consular invoice requirement.. . .	393
Peru, consular visa charges increased..	633
packing for gross weight duty assessments.. . . .	334
Philippine Islands, tariff features.. .	826
Portugal, agricultural machinery, duties changed.. . . .	265
clearance notes, tax abolished on..	266
codfish, duty changed.. . . .	233
wheat, import restrictions.. . . .	340
Rhodesia (Northern and Southern), preferences on Canadian goods..	10
Roumania, commercial agreements terminated.. . . .	202
Samoa (Western), preferences on Canadian goods.. . . .	67
South Africa, bottles, duty on.. . .	162
changes.. . . .	715
customs agreement with Rhodesia renewed.. . . .	305, 481
doors, duty changed.. . . .	522
flour, duty increased.. . . .	202, 482
new regulations.. . . .	335
Food, Drugs and Disinfectants Act, provisions of.. . . .	956
Merchandise Marks Act, provisions of.. . . .	1006
preferences on Canadian goods.. . .	9
weights and measures regulations..	877
wheat, duty increased.. . . .	202, 482
import restrictions.. . . .	522, 619
Spain, flour, import prohibition.. .	841, 969
maize, import prohibition.. . . .	522
wheat, import prohibition.. . . .	841, 969
Switzerland, butter, certificate of origin required for.. . . .	634
Turkey, new customs tariff in.. . . .	336

Tariffs—Con.	PAGE	Tools	PAGE
United States, Act of 1930.. . . .	968, 977	Great Britain, imports of agricultural and horticultural in 1928.. . . .	60
fish, duty on from high seas.. . . .	841	Trade Marks	
imports from Canada under three tariffs.. . . .	140, 288, 440, 602, 768, 950	British West Indies, Leeward Islands, and designs and patents in.. . . .	561
Venezuela.. . . .	750	Trinidad	
Tea		See British West Indies	
British West Indies, British Guiana, market for Canadian blended.. . . .	906	Tubes (Inner)	
import regulations.. . . .	82	China, imports into Manchuria.. . . .	194
St. Vincent, import regulations.. . . .	203	Germany, imports.. . . .	810
Trinidad, import regulations.. . . .	203	Netherlands, imports.. . . .	791
Tenders		Tunisia	
British West Indies, Jamaica.. . . .	198	Cheese, market for.. . . .	192
New Zealand.. . . .	32, 306, 483, 562, 634, 881	Turkey	
Switzerland.. . . .	120	Tariff, new customs.. . . .	336
Textiles		Twine and Cordage	
Malta, market.. . . .	735	Australia, imports.. . . .	897
Timber		Uganda	
Australia, duty changed.. . . .	989	Imports.. . . .	229
imports.. . . .	989	Underwear	
China, imports into Manchuria.. . . .	117	Great Britain, market for fleece-lined in.. . . .	947
Colombia, imports.. . . .	139	United States	
Finland, exports.. . . .	507	Allocation of Canadian Trade Commissioners' territories in.. . . .	385
Germany, imports from Canada.. . . .	909	Business conditions.. . . .	129
Great Britain, identification mark for Canadian.. . . .	53	Fish, duty on from high seas.. . . .	841
market.. . . .	727	market in New York City for Canadian.. . . .	642
market in Northern Ireland.. . . .	900	Foreign trade in 1929.. . . .	451
trade in 1929.. . . .	284, 688	Hay, market in New York City for Canadian.. . . .	582
India, production in Assam province.. . . .	64	Imports from Canada under three tariffs.. . . .	140, 288, 440, 602, 768, 950
Irish Free State, imports in 1929.. . . .	987	International Chamber of Commerce, congress in 1931.. . . .	633
Tin		Minerals, imports.. . . .	456
Bolivia, production in.. . . .	229	Newsprint, imports.. . . .	456
Tires		Reports of Trade Commissioner Frederic Hudd, New York City:	
China, imports into Manchuria.. . . .	117	January 11, 1930.. . . .	129
Colombia, imports.. . . .	139	March 9, 1930.. . . .	451
Egypt, duty on rubber in.. . . .	233	April 24, 1930.. . . .	642
Germany, imports.. . . .	810	Reports of Assistant Trade Commissioner W. F. Bull, New York City:	
Great Britain, imports in 1928.. . . .	63	March 10, 1930.. . . .	452
Japan, market for automobile in.. . . .	913	April 7, 1930.. . . .	582
Netherlands, imports.. . . .	791	Tariff Act of 1930.. . . .	968, 977
Tobacco		Trade with Canada in 1929.. . . .	452
Czechoslovakia, duty.. . . .	191	Woodpulp, imports.. . . .	456
imports of leaf in 1928.. . . .	191	V	
industry in.. . . .	191	Vacuum Cleaners	
Germany, imports of raw.. . . .	178	Great Britain, imports in 1928.. . . .	61
industry in.. . . .	177	Irish Free State, market.. . . .	93
market for Canadian in.. . . .	181	Netherlands, imports.. . . .	877
Great Britain, Canadian share of trade with West of England.. . . .	58	Vegetables	
imports of raw in 1928.. . . .	6	Belgium, regulations.. . . .	379
industry in West of England.. . . .	56	Germany, market for dried in.. . . .	779
production and prices for West of England.. . . .	58	Great Britain, market for dehydrated.. . . .	323
sources of supply for West of England industry.. . . .	57	Vegetables (Canned)	
Malta, market.. . . .	735	Argentina, market.. . . .	872
Netherlands, market.. . . .	789	Colombia, imports.. . . .	137
South Africa, situation of industry.. . . .	394		
Toilet Requisites			
Malta, market.. . . .	736		
Toilet Seats			
Malta, market.. . . .	736		
Tongues			
China, market for tinned in South.. . . .	112		
Hongkong, market for tinned in.. . . .	112		

Vegetables (Canned)—Con.		PAGE	Whaling		PAGE
Germany, market..	779		Australia, industry in..	691	
Great Britain, imports in 1928.. . . .	5		Wheat		
market..	817		Australia, production and exports.. . . .	255, 396	
Norway, market..	704		Belgium, import regulations..	483	
Venezuela			Bolivia, market..	604	
Agricultural implements and machinery, market for..	834		China, market conditions in..	374	
Air services in..	748		Colombia, imports..	138	
Automobile accessories, market for.. . . .	834		Ecuador, market..	604	
Banks and currency..	750		France, market conditions in..	701	
Business conditions..	774, 832		tariff increased..	840	
Calcium carbide, imports..	834		Germany, compulsory milling of domestic in..	480, 523	
Canned goods, market for..	832		new tariff..	162, 593	
Climate..	746		Great Britain, imports in 1929..	614	
Commercial centres..	746		Greece, duties increased..	794	
Communications..	748		India, imports..	624	
Construction materials, imports.. . . .	833		Irish Free State, imports in 1929.. . . .	987	
Dairy produce, market for..	832		Italy, imports in 1929..	960	
Documentation..	749		tariff increased..	922	
Drugs and medicines, market for.. . . .	833		Japan, market..	874	
Electrical goods, market for..	834		Malta, market..	700	
Flour, imports..	832		Netherlands, imports..	834	
Foodstuffs, imports..	833		Peru, market..	604	
Footwear, imports..	833		Portugal, crop prospects..	560	
Foreign trade in 1928..	774		import restrictions..	340	
Imports from Canada..	776		South Africa, duty increased..	202, 482	
Industries..	746		import restrictions..	522, 619	
Lard, imports..	832		Spain, growers' difficulties in..	592	
Leather, imports..	833		import prohibition..	841, 969	
Lumber, market for..	833		Wheatfeed (Mill Offals)		
Meats, market for..	832		Great Britain, imports in 1929.. . . .	616	
Motor vehicles, market for..	834		Whisky		
Paper, imports..	833		Germany, imports of Canadian into.. . . .	909	
Population..	746		Netherlands, market for Canadian rye in..	790	
Postage, rates for letters..	750, 793		Wine		
Potatoes, market for..	709		Australia, production in..	396	
market for seed..	709		Irish Free State, duty reduced.. . . .	793	
Representation in..	751		Wire		
Rubber, imports of manufactures.. . . .	833		Brazil, imports of barbed..	146	
Samples, importation of..	749		Wood		
Steamship services..	748		Australia, imports of articles..	990	
Tariff..	750		Great Britain, imports of manufactures in 1928..	61	
Topography..	745		Irish Free State, imports in 1929.. . . .	987	
			Netherlands, imports..	836	
W			Woodpulp		
Wages			Germany, imports from Canada.. . . .	909	
Germany, increase in..	15		Italy, imports..	961	
Wallboard			Japan, imports for rayon industry.. . . .	108	
Great Britain, imports in 1928.. . . .	62		industry and production..	107	
market in North of England..	424		Netherlands, imports..	837	
market in Scotland..	785		Norway, exports..	506	
proposed marking..	632		special shipping rates to United States..	267	
Wallpaper			Sweden, exports..	507	
Great Britain, imports in 1928.. . . .	62		special shipping rates to United States..	267	
Netherlands, market..	789		United States, imports..	456	
Washboards			Wood Wool		
Great Britain, market..	20		Great Britain, market..	541	
Washing Machines			Wool		
Great Britain, market..	542		Australia, New South Wales, sales at Sydney..	151, 550, 862	
Irish Free State, market..	92		Woollens		
Netherlands, imports..	877		Peru, imports..	365	
market..	472				
Water Heaters					
Argentina, market for gas in..	744				
Weights and Measures					
Panama, use of English in..	76				
South Africa, regulations..	877				

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